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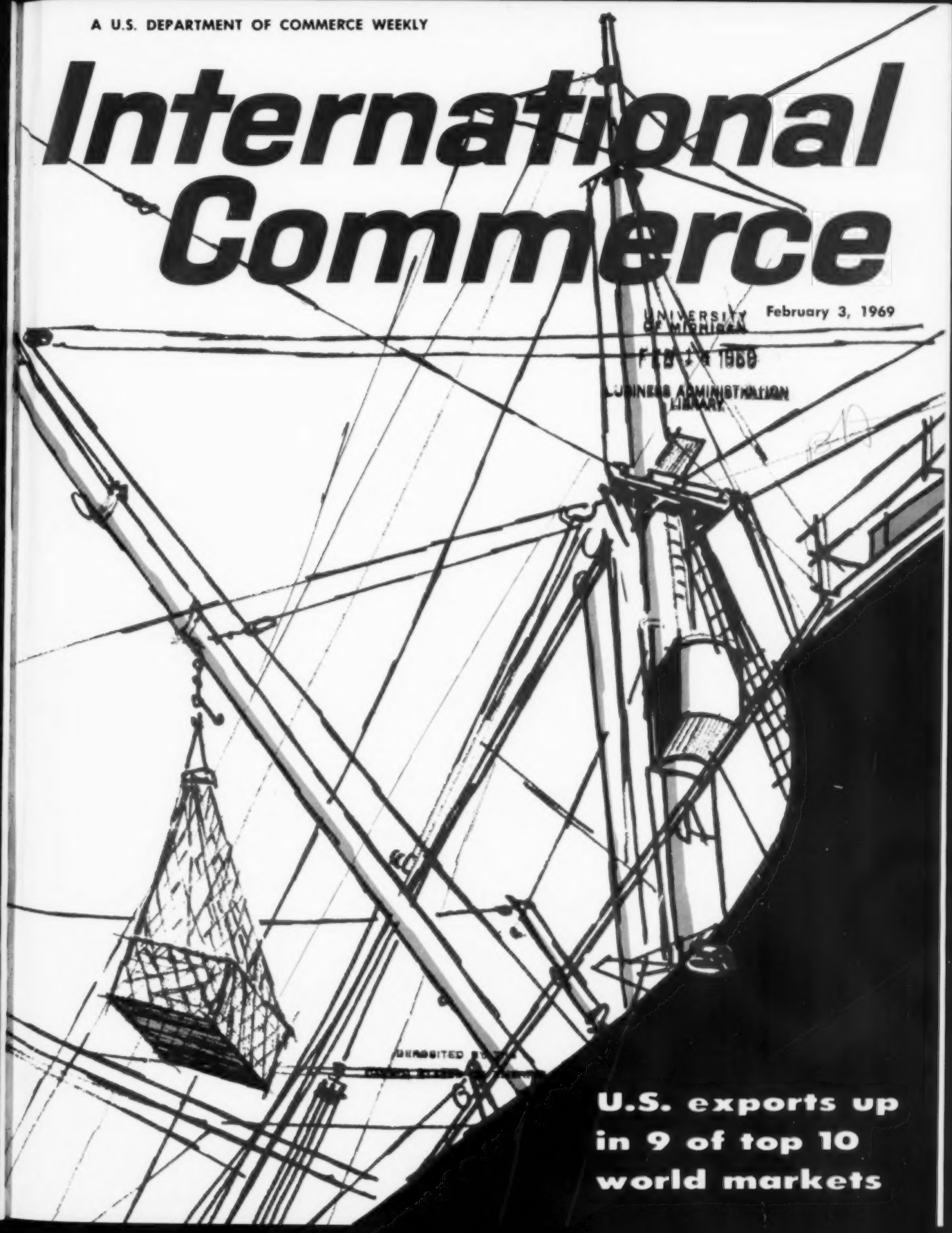

U.S. exports up in 9 of top 10 world markets

International Trade Winds

Company News

HEAVY INDUSTRIAL EQUIPMENT—Allis-Chalmers, Milwaukee, has announced plans for a multimillion-dollar parts depot and service training center in Singapore, to service customer requirements in the Asia and Oceania areas. The ten-acre parts depot will provide centralized availability of parts for construction machinery, materials handling equipment, and other industrial equipment in the Allis-Chalmers line. Groundbreaking on the new installation will be early this year, with completion scheduled for midsummer.

INDUSTRIAL DESIGN—Leon Gordon Miller & Associates, Inc., Cleveland, has been retained by the government of Israel to develop a national design program to train Israeli designers in styling and production techniques oriented to western markets. Designers from Great Britain, the Scandinavian countries, Italy, West Germany, and other nations, as well as the United States, will be asked to participate in the project.

PACKAGING—The Bemis Co., Inc., Minneapolis, has moved its Latin American headquarters from Guatemala City, Guatemala, to Coral Gables, Fla. The new Coral Gables office will direct administration, sales, and investments in all the Latin countries in which Bemis does business, including all Central and South American countries except Brazil, Uruguay, Paraguay, Argentina, and Chile. Bemis joins such other U.S. companies as Chas. Pfizer, Inc., Alcoa International, Dow Chemical, Corning Glass, Esso Inter-America, and International Harvester, all of which have Latin American headquarters in Coral Gables.

CONSTRUCTION ENGINEERING—The Chemical Plants Division of Blaw-Knox Co., Pittsburgh, has received a contract from International Nickel Co. of Canada, Ltd., for the engineering, procurement, and construction of the vapometallurgical and hydrometallurgical processing portions of a new refinery for producing high-purity nickel pellets and powders. To be located at Copper Cliff, Ontario, the refinery will have an annual capacity of 100 million pounds of nickel in pellet form, and 25 million pounds in powder form. Construction is currently under way, with completion expected in 1971.

Newsletter

More than 100 specific sales and investment proposals in two African nations, and dozens of other important trading leads, will be brought up at a meeting at the St. Regis Hotel, New York, this week. It will happen at a conference sponsored by the African-American Chamber of Commerce at 10 a.m. Wednesday at which members of the U.S. Trade and Investment Mission to Cameroon and Ivory Coast will report the results of their visit last fall (also made public in INTERNATIONAL COMMERCE, Jan. 20, pp. 6-34).

Encores are the thing in Turkey, where U.S. exhibitors at the annual Izmir International Trade Fair have twice taken displays on to Ankara for a second exposure, mainly to the Government officials in that capital city. NEWSLETTER carried an early report on the success of the 1968 venture, called TURKEX. Now that report deserves an encore, too, for the 12 Turkish agents of U.S. office machine and machine tool makers have upped their total results to $250,000 sales off the floor and a 12-month projection of $1,643,000. More than 1,000 persons came to the displays at the Chamber of Industries Bldg.

In the 20th century it is Americans who show Europeans how to make protective armor. But when Dr. H. A. Shindler, inventor of radiation protective clothing for Defense Apparel, Hartford, Conn., puts it on display at the U.S. Commercial Exhibition at NUCLEX in Basel, Switzerland, Oct. 6-11, he will have sales in mind, not memories of the days when knighthood was in flower. Defense Apparel has reserved three booths for the NUCLEX show.

A bullseye estimate of sales came out of the November 1967 Supermarket and Food Show at the Bangkok U.S. Trade Center. At show's end the eight participating firms predicted their upshot sales in the year following the exhibition would be $82,000. Now the results are in—$80,500, for 98% accuracy.

Toting up Tokyo for 1968: The U.S. Trade Center there held seven industrial shows for 239 firms, drew 13,777 registered visitors, had off-floor sales of $860,000 and 12-month follow-up estimates of $17,633,000 more. Also, between these shows, there were 29 other display events at which 146 U.S. companies made $563,000 in off-floor sales and estimate 12-month follow-up sales at $8,750,000.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

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in this issue

The Commerce Department's International Trade Analysis Division, which prepared this week's cover article, periodically reviews and analyzes for the U.S. businessman not only U.S. foreign trade statistics but those of other major trading nations. Import changes in some 50 countries for which current data are available, and the U.S. share of those markets, are discussed on page 2 with a tabulation following. This World Market Report is published quarterly. It appeared previously in the Nov. 4, 1968, issue.

February 3, 1969

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International Commerce

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BUREAU OF INTERNATIONAL COMMERCE

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WORLD MARKET REPORT, PAGES 2-5

U.S. exporters expand sales in most markets

Our share climbs in Canada and United Kingdom; developing areas gain reserves

Most of this country's 46 largest markets increased their purchases from the United States during the latest 12 months for which trade data have been reported. Several more expanded their imports from all sources during this period.

As a result, the U.S. market share improved in slightly more than a third of the reporting countries (shown in the table on pages 4 and 5), including about half of the world's more economically advanced nations.

With the exception of Germany, our top ten outlets abroad boosted their imports of U.S. goods. Australia, Japan, Italy, and the Netherlands were the most buoyant of these customers. Our relative position improved in six prime markets —Canada, the United Kingdom, Italy, the Netherlands, Australia, and India.

A half dozen of the smaller developed countries and more than twice that number of the developing areas increased their imports of U.S. merchandise. Share improvements among the latter group were mostly in the Far East.

World imports up

More than three-fourths of the developed countries increased expenditures on foreign goods in the latest 12 months. Reflecting a sharp step-up in industrial production above stagnated 1967 levels, Belgium increased total imports by 16% in the year ending October 1968. Much of the recovery in output, half of which is traditionally sold abroad, was sparked by an expansion in exports.

For the first time in a year and a half, Japan slipped from its ranking position in import growth among the more economically advanced areas. Despite record levels of industrial production, the increase of 13% in its foreign purchases represented the third successive import slowdown noted in this series of quarterly reports.

Germany, on the other hand, accelerated its import pace. The 13% gain was a response to steadily rising economic activity. Aiming to reduce its huge trade surplus, the German Government has adopted as an official objective an increased inflow of foreign goods.

Contributing to the 11% rise in Dutch imports was the cyclical upturn in business that started about mid-1967. Persistent pressure on prices was an added factor boosting buying from abroad.

Canada's imports also quickened. Arrivals from foreign suppliers posted a 10% increase as the nation shook off the effects of the economic slackening in 1967 that had interrupted an expansion under way since the early sixties.

Record purchases were reported by France for the year ending October 1968 as the economy recovered smartly from the 1967 slowdown and foreign goods were brought in to make up for production losses during the May-June strikes last year. Italy's high rate of business expansion was reflected in a further strong increase in foreign purchases. Britain continued to import at an unabated pace, posting an 8% increase for the 12 months ending October 1968. A substantial part of the expansion in goods bought from abroad reflected an upsurge in consumer spending and the U.K.'s continuing push to modernize productive facilities.

Among import cutbacks made by five of the developed countries, the most marked was the 21% decrease by New Zealand for the year ending last September. The reduction stemmed largely from restraints imposed on imports and the devaluation in November 1967. Finland's depreciation of its currency a month earlier, coupled with a vigorous anti-inflationary program, contributed to the decline in its foreign purchases.

Korea again led the developing countries reporting import gains with a spectacular rise of 46%, followed by Israel (30%), and Iran (23%). A severe drought in 1968 helped inflate Korean imports but the principal factor was the strong growth in the industrial sector, fed by foreign private funds and official aid.

As Israel's more established industries boomed and more sophisticated ones appeared, imports climbed. Demand for foreign machinery was spurred by a sharply stepped up rate of investment and a widening shortage of manpower. The growing volume of private investment in Iran together with more substantial government financing of development projects maintained the upward pressure on imports.

The 8% advance in Mexico's imports was related for the most part to expanded requirements of the country's industrialization program. Spectator and athletic needs associated with the Olympic Games held in Mexico City last summer accounted for some of the increase. In contrast, Nigeria, Colombia, and Peru reported significant curtailments in their imports due to shortages of foreign exchange.

More spent on U.S. goods

Purchases of U.S. goods expanded in more than half of the developed nations and in about the same proportion of developing areas.

Australia was the fastest growing market for U.S. products among our prime outlets. Much of the 22% increase in imports, nearly three times the rate of gain from all sources, was accounted for by greater purchases of materials handling equipment, road motor vehicles, and aircraft.

Italy and the Netherlands raised their U.S. imports by 12%—a substantial acceleration over recent increases. Aircraft played a major part in our higher sales to both markets. Also important was the expansion in purchases of corn by Italy and in oilseed cake, computers, other office machines, and pumps and compressors by the Netherlands.

The key factors boosting Canadian imports from this country by more than a tenth were the considerably larger arrivals of automotive products and commercial aircraft. Smaller increases appeared in coal, plastic materials, air conditioning and refrigerating equipment, and telecommunications equipment. Aircraft also

figured prominently in the 10% increase registered by the United Kingdom, with some contribution from tobacco, organic chemicals, computers, and various types of instruments. Although India's total imports were reduced slightly for the year ending July 1968, arrivals from the U.S. were 6% higher, due mostly to increases in aircraft and machinery.

Switzerland, among the smaller developed countries, registered the most rapid rise in purchases from this country—posting a 26% advance. The higher level of U.S. sales was ascribed mostly to increases in aircraft and, to a lesser extent, road motor vehicles, electronic tubes, semi-conductors, and tobacco. Greater deliveries of American planes likewise helped boost imports into Denmark and Norway, while organic chemicals and internal combustion engines were important items in Belgium's increased buying from U.S. suppliers.

Singapore's 53% step-up in spending on U.S. goods during the 12 months ending last August, nearly five times the rise from all sources, was due mainly to larger deliveries of aircraft. Expanded cotton purchases by Hong Kong were the most significant item in its import spurt, 22% compared with 13% from the world.

Japan and France increased imports from this country during the year ending last October, by 12% and 3% respectively, but our share declined in both markets. Biggest sales gains to Japan were achieved in logs, lumber, corn, soybeans, coal, metal cutting machinery, and aircraft. Substantially larger deliveries of aircraft to France were offset in part by declines in electrical machinery and other equipment.

Germany cut total imports from the United States while raising those from elsewhere, continuing the pattern observed in recent report in this series. The small decline of 2% was largely attributed to smaller shipments of wheat, organic chemicals, certain chemical isotopes, telecommunications apparatus, and aircraft. These reductions were offset to some extent by increased purchases of aircraft engines, computers, and other office machines of U.S. manufacture.

Among other developed countries in which our relative position deteriorated, sales fell sharply in Yugoslavia (29%), Ireland (23%), Finland (19%), and Turkey (16%). The markedly lower level of shipments to Yugoslavia resulted largely from excellent wheat harvests there and the termination of PL-480 sales of cotton and oils. Reduced availability of AID funds depressed Turkish purchases from this country.

Our market share remained unchanged in Mexico and in Colombia but dropped in a number of other Latin American Republics. Mexico increased imports by 8% from the United States and the world; Colombia received a fifth fewer foreign goods from both sources.

In a reversal of recent trends, the inflow of our products into Brazil advanced by a modest 4%. Purchases from other suppliers, however, gained at a far higher rate, reportedly due to some degree to better credit terms extended by competitors. Argentina reduced buying from U.S. exporters more than from others.

Despite a surge of 43% in U.S. sales to Korea, consisting largely of machinery and industrial materials, our standing slipped a bit. Fueled by private investment and development loans from abroad, the nation's booming industrial sector has required a heavy inflow of foreign products. Our market position weakened further in Pakistan and the Philippines, though U.S. sales were higher to the latter market.

Nigeria again recorded a drastic fall in purchases from the United States, down by half for the year ending July 1968, as military operations continued against the Biafran forces.

Slight gain in reserves

At the close of the September quarter of 1968, official gold and foreign exchange reserves of the 50 leading trading countries listed in the accompanying table stood at $52.78 billion. This represented a marginal gain of $0.1 billion over the comparable period in the previous year and a somewhat more substantial increase of $0.3 billion over the second quarter of 1968. Although nearly as many of the developed countries boosted reserves as lost them during the year, their losses outweighed advances by $0.4 billion. On the other hand, more than two-thirds of the developing countries registered gains for a net increase of $0.5 billion, thus accounting for the small total growth.

By far the largest shift in reserves occurred in France, which suffered a loss of $2,376 million. This drain, largely of gold, was a result of the near chaotic conditions of late last spring and subsequent pressure on the franc. Early in September, the French Government announced the lifting of the foreign exchange controls it imposed in May. While this move appeared to be arresting the decline in reserves as the quarter ended, it became necessary to re-impose controls later in the year in the face of a new monetary crisis.

Germany, meanwhile, increased its reserves by $1,175 million, the largest rise recorded by any country during the year. Part of the gain can be attributed to foreign purchases of marks in anticipation of their appreciation; the remainder, to still another sizable trade surplus. Only greatly increased exports of long-term capital kept the country's reserves from rising even more.

Japan, too, recorded an appreciable improvement in holdings of $333 million. The advance came mostly from a continuing strong current account position, but also reflected short-term and long-term capital inflows. Finland, Canada, and Austria all registered increases, in each case because of an improved current account position. Portugal continued to build up its reserves on the strength of tourist receipts and remittances from its nationals working abroad.

Swiss losses, amounting to $224 million, were attributed to periodic shifts of funds by the country's banks. Belgium experienced relatively heavy losses of $135 million, largely due to deterioration in the trade balance. Outflows of capital to higher interest areas also contributed to the drop in reserves. The moderate decline in Italy's reserves by $56 million was mainly a consequence of the outflow of short-term funds of commercial banks, also influenced in part by more attractive earning rates abroad.

Favored by a record harvest and exercising controls over imports, South Africa almost doubled its official holdings to $1,339 million. The United Kingdom showed only a moderately small deficit as an improvement in the level of British exports and very substantial receipts of long-term capital prevented a greater decline in reserves.

Among the developing countries, India recorded the largest gain in reserves—$175 million. This increase includes a $90 million drawing from the International Monetary Fund in December 1967. It also reflects a strengthening of the Indian current account position—the result of devaluation, a good harvest, and an increase in such non-traditional exports as iron and steel and machinery.

A report on the value of total imports into all of the major free world foreign markets for which current statistics are available, and the U.S. share of those markets, appears quarterly in INTERNATIONAL COMMERCE *(last on Nov. 4, 1968).*

A tabulation showing current changes in world import markets and in the U.S. share, as well as changes in reserve holdings, is presented on pages 4 and 5.

The report was prepared by the Commerce Department's International Trade Analysis Division.

The 50 markets shown below accounted for 89% of 1967 imports into all free-worl fore

Value in millions of dollars

Publish quart

Country	1967 Imports			1968 Imports January through latest month				Import change in latest available 12-month period compared with preceding 12-month period		Reserves at end of third quarter		
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1967	1968	
United Kingdom	17,714	2,218	12.5	Oct.	15,823	2,047	12.9	+ 8	+10	2,733	2,71	Phil
Germany, Fed. Rep. of	17,351	2,138	12.3	Sept.	14,625	1,631	11.2	+13	− 2	8,014	9,18	Iran
France	12,381	1,220	9.9	Oct.	11,214	1,081	9.6	+ 9	+ 3	6,750	4,37	Paki
Japan	11,664	3,213	27.5	Oct.	10,671	2,903	27.2	+13	+12	2,047	2,38	Arg
Canada	10,947	8,008	73.2	Oct.	10,163	7,482	73.6	+10	+11	2,682	2,72	Irela
Italy	9,827	1,025	10.4	Sept.	7,429	885	11.9	+ 8	+12	5,445	5,38	Port
Netherlands	8,336	886	10.6	Oct.	7,669	829	10.8	+11	+12	2,475	2,47	Kore
Belgium-Luxembourg	7,176	590	8.2	Oct.	6,827	575	8.4	+16	+19	2,551	2,41	Thai
Sweden	4,703	436	9.3	Oct.	4,209	396	9.4	+ 8	+13	1,028	94	New
Switzerland	4,117	337	8.2	Oct.	3,731	343	9.2	+ 8	+26	3,156	2,93	Peru
Australia	3,921	1,003	25.6	Oct.	3,708	990	26.7	+ 8	+22	1,477	1,44	Taiv
Spain	3,484	584	16.8	Nov.	3,196	544	17.0	− 1	− (1)	1,108	1,12	U.A.
Denmark	3,142	270	8.6	Oct.	2,622	230	8.8	+ 1	+ 8	534	48	Israe
South Africa, Rep. of	2,951	497	16.8	June	1,428	247	17.3	− 3	− 8	698	1,33	Turk
India	2,772	1,071	38.6	July	1,640	589	35.9	− 2	+ 6	579	75	Nige
Norway	2,746	176	6.4	Oct.	2,260	177	7.8	− 2	+16	625	69	Kuw
Austria	2,309	81	3.5	Oct.	2,064	72	3.5	+ 8	+ 5	1,439	1,53	Viet
Hong Kong	1,818	245	13.5	Nov.	1,850	259	14.0	+13	+22	(2)	(	Colo
Mexico	1,748	1,102	63.0	Aug.	1,294	822	63.5	+ 8	+ 8	573	58	Trini
Finland	1,717	84	4.9	Oct.	1,289	58	4.5	− 9	−19	204	32	Jam
Yugoslavia	1,707	124	7.3	Sept.	1,300	68	5.2	+ 4	−29	129	11	Pan
Brazil	1,667	572	34.3	Aug.	1,382	438	31.7	+19	+ 4	231	24	Guat
Venezuela	1,464	741	50.6	...	.....	.....	....	+10	+ 9	772	84	El Sa
Singapore	1,437	80	5.6	Aug.	1,109	75	6.8	+11	+53	(2)	(	Nica
Greece	1,186	100	8.4	Aug.	848	62	7.3	+ 7	− 8	270	29	Cost

Note: The countries shown above include the 50 major importers of U.S. merchandise in 1967 for which current data are available. In order to present comparable statistics for all countries, import data have been adjusted from an f.o.b. valuation to a c.i.f. valuation for the following: Australia, Canada, New Zealand, Panama, Republic of South Africa, and Venezuela.

Import figures have been converted into U.S. dollar equivalents at exchange rates prevailing at the time of importation. Eleven of the 50 countries listed in this table devalued their currencies in the final quarter of 1967. If imports were valued Jamaic their national currencies rather than converted to U.S. dollars, the import chang their cu in the latest 12-month period compared with the preceding 12-month peri calculat would be as follows: U.K., +25% from world, +27% from U.S.; Denmark, +97 Reser and +17%; Hong Kong, +19% and +29%; Finland, +20% and +7% branche Ireland, +14% and −13%; Trinidad and Tobago, +13% and +6%; a [1] Les

market report

foreign markets and 92% of imports from the United States.

quarterly

Country	1967 Imports			1968 Imports January through latest month				Import change in latest available 12-month period compared with preceding 12-month period		Reserves at end of third quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1967	1968
Philippines	1,172	402	34.3	Aug.	854	284	33.2	+16	+ 8	206	170
Iran	1,126	209	18.5	July	804	142	17.7	+23	+13	255	273
Pakistan	1,101	361	32.8	Oct.	843	255	30.3	−13	−17	171	203
Argentina	1,096	243	22.2	Aug.	695	158	22.8	− 5	−13	700	728
Ireland	1,081	87	8.1	Aug.	765	54	7.1	+ 1	−23	517	429
Portugal	1,059	73	6.9	Oct.	830	57	6.9	+ 7	−10	1,161	1,313
Korea, Rep. of	996	305	30.6	Sept.	1,001	322	32.1	+46	+43	305	381
Thailand	[3]992	170	17.1	...	.....	.....	....	+14	+16	1,043	1,041
New Zealand	956	105	10.9	Sept.	648	77	11.9	−21	−17	116	140
Peru	833	305	36.6	Aug.	471	163	34.7	−17	−20	69	105
Taiwan	806	248	30.8	July	461	138	30.0	+14	+18	416	417
U.A.R. (Egypt)	792	69	8.8	May	270	11	4.1	−15	−76	189	181
Israel	755	196	25.9	Sept.	766	176	22.9	+30	+29	769	752
Turkey	691	124	17.9	Sept.	569	83	14.6	+ 6	−16	111	112
Nigeria	626	78	12.5	July	286	32	11.1	−28	−51	153	123
Kuwait	593	129	21.7	June	318	60	18.8	+16	+ 7	183	157
Viet-Nam, Rep. of	538	174	32.4	Aug.	224	65	29.0	−39	−55	327	326
Colombia	497	225	45.3	Apr.	214	111	51.8	−21	−21	73	135
Trinidad and Tobago	411	63	15.3	Oct.	346	50	14.4	− 2	− 8	26	[4]49
Jamaica	348	135	38.7	May	155	61	39.1	+ 3	+ 5	120	136
Panama	268	107	39.9	June	133	53	39.7	+ 6	+ 4	73	75
Guatemala	247	100	40.5	...	.....	.....	....	+20	+16	64	73
El Salvador	224	70	31.2	Mar.	47	13	28.0	+ 1	− 5	57	72
Nicaragua	204	88	43.0	...	.....	.....	....	+12	+ 5	38	[5]42
Costa Rica	190	74	39.0	May	82	30	36.7	+ 3	+ 2	14	22

Jamaica, +12% and +14%. Spain, New Zealand, Peru, and Israel also devalued their currencies in the fall of 1967 but data are not available for comparable calculations.

Reserves include official holdings of gold and foreign exchange and the gold tranche position in the International Monetary Fund.

[1] Less than 0.5 percent.

[2] Not available.

[3] Partly estimated.

[4] End of July.

[5] End of August.

Source: Official trade statistics of listed countries.

International Monetary Fund, **International Financial Statistics**.

BOLENS DIVISION FLEW ITS BEST DEALERS from the United States and Canada by five chartered Pan American planes for a week's holiday in Morocco, as a reward for their top sales records. Plans for the trip were handled by David L. Hill, general marketing manager, and Maritz Travel Co. of Detroit.

Dollars stayed in U.S. accounts when Wisconsin firm sent 850 dealers on Moroccan holiday

Bolens Division aided national balance of payments by getting Moroccan dirhams at U.S. Embassy in Rabat

An American company took 850 of its best dealers 3,700 miles to the sunny vacation shores of North Africa, entertained them there for seven days—and disturbed the U.S. balance of payments not even one bit.

When the Bolens Division of FMC Corp., manufacturers of gardening and snow removal equipment, planned to reward 850 of its top U.S. and Canadian dealers with a memorable trip, it had the U.S. balance-of-payments problems in mind. By exchanging U.S. dollars at the U.S. Embassy for Moroccan dirhams held in Morocco by the U.S. Government, Bolens was able to assure that the U.S. dollars would stay in U.S. Government accounts. Morocco has recently been added to the list of countries where U.S.-owned foreign currencies are now being sold to American tourists, businessmen, and residents (see article, page 25 of Jan. 27 issue of INTERNATIONAL COMMERCE).

Bolens manufactures and sells garden tractors, rotary tillers, lawn mowers, snow casters, snowmobiles, and industrial grounds-care equipment. The Wisconsin-based firm has an international dealer sales network. One of its sales promotional activities is providing a free trip to a foreign country for dealers achieving a specified level beyond their regular annual sales quota.

In cooperation with the 1968 Presidential overseas travel curtailment request to alleviate the balance-of-payments deficit, Bolens contacted the U.S. Department of the Treasury to determine whether a trip to Morocco would be acceptable in November 1968. At the suggestion of Treasury officials, Bolens worked through the U.S. Embassy in Rabat, which had developed an agreement with the Government of Morocco, exchanging U.S. dollars for U.S.-owned Moroccan currency acquired under the PL-480 Food for Peace Program. This money was used to cover hotel, restaurant and tour expenses. The charter flights had been scheduled with a U.S. airline. After arrival, the Bolens dealers exchanged their personal money and travelers' checks for local currency at the Embassy. It was the first time, according to the Treasury Department, that a major tour had been set up in this manner.

The other countries where U.S.-owned funds are available and can be exchanged for U.S. dollars are: Ceylon, Guinea, India, Israel, Pakistan, Tunisia, and the U.A.R.

When Americans apply for their passports, they are informed of the availability of currencies for sale in these countries, and are urged to purchase them at the respective U.S. Embassies or Consulates. By prior agreement, currencies obtained through the Food for Peace Program cannot be freely remitted to the United States; they must be spent largely within the foreign countries, since the basic objective of the program is the economic development of these countries.

When the U.S. citizens purchase local currencies at U.S. Embassies and Consulates, the dollars stay in U.S. Government accounts and there is no outflow of dollars to foreign holders even though

the transactions take place abroad. Sales in all of the countries are made at the official rate of exchange, and payment may be made in U.S. currency, personal checks drawn on a U.S. bank, or U.S. travelers checks. No conversion fee is charged by U.S. Embassies or Consulates.

The currencies of the eight countries listed above can be sold to U.S. citizens because official U.S. holdings of these currencies exceed the amounts necessary to pay for official Government activities in these countries in the foreseeable future and because appropriate agreements for such sales have been established with these countries. Although the United States owns working balances of the local currencies of many other countries, in most cases these balances are expended on immediate official U.S. expenses in those countries.

Ohio trade office in Caracas is busy during first year

Direct results have included various sales, distributorships

The Ohio State Office in Caracas, opened just about a year ago, has cause to celebrate its birthday: it marks 12 months of a kind of export promotion that is considered well worth the cost.

Early in 1968, after a stout flurry of business activity resulting from an Ohio mobile trade fair/mission in Venezuela, the State's Development Department opened a regional trade and investment office in the capital city—the first such office to be planned in the hemisphere by any State. Prospects for Ohio exports to Latin America seeemed to warrant establishment of an on-the-spot operation, the fair/mission had found during its visit the preceding fall.

Beyond Caracas

Spanish-speaking James Verreos, who opened the Ohio office, has been a busy man, according to a report from the U.S. Embassy in Caracas. A former commercial officer at the Embassy and thus at home in the business community, he looks for sources of specific products for local buyers, tries to arrange local representation for Ohio lines at the request of U.S. manufacturers, and works out licensing, investment, and/or joint ventures for Ohio firms. Verreos represents the State not only in Venezuela but in neighboring countries as well.

The Ohio office, for example, was directly responsible for the sale in Venezuela of two, and in Mexico of two, can-end presses. Each transaction amounted to a six-figure sale.

The State Office played a major role in arranging a mission by the Port of Toledo. Several new distributorships for Ohio producers have been set up by Verreos, in Panama and Honduras. He has located Ohio suppliers for a variety of items.

Verreos serves not only Ohio firms but suppliers across the United States, because he seeks non-Ohio sources for goods or services if he is unable to locate a home-state company.

Initially, the costs of this venture were borne mainly by the participants in the Ohio mobile fair/mission. The operation is now funded by the State's Development Department.

The Ohio mobile trade fair/mission that took its exhibition to South America in November 1967 set up the same displays in Tokyo three months later. The success of these two operations prompted the Buckeye State to conduct another mobile fair/mission—this one comprising 22 agribusiness exhibits that were displayed in Australia and New Zealand this past November.

Italy liberalizes import rules on some products

The Italian Ministry of Foreign Trade has announced the liberalization of certain imports from the United States and most other free-world countries.

The following items are no longer subject to import licensing requirements (tariff numbers in parenthesis): certain fresh milk and cream (04.01-B); non-fresh sugar beets (12.04-A-II); beet and cane sugar (17.01); saccharose syrup (17.02-D-I); molasses (17.03 and 17.05-B-II); common salt (25.01-A); pure sodium chloride (25.01-B); sulphur (25.03-A-II, B and 28.02); citric acid and crude calcium citrate (29.16-A-IV a, b); tulles and net fabrics (58.08 and 58.09-A), machine-made lace (58.09-B-II), and certain ready-to-wear articles thereof (ex 61.03, ex 61.04, ex 61.05, ex 61.06, ex 61.07, ex 61.08, ex 61.09, ex 61.10, ex 61.11, ex 62.01, ex 62.02 and ex 62.05); and certain gold products (ex 71.07, ex 71.12, ex 71.13, and ex 71.14).

These changes should be noted by holders of the Commerce Department publication, *Foreign Trade Regulations of Italy*, OBR 68-40, June 1968.

Canada's 1968 trade showed largest peacetime surplus

Exports up 19%, imports but 13%; trade with U.S. is chief factor

Canada's surplus on merchandise trade more than doubled in 1968, rising from $498.6 million in 1967 to $1,140 million, according to the year end-review of the Dominion Bureau of Statistics. This is by far the largest trade surplus ever realized in Canada in a peace-time year. It resulted from a 19% increase in exports to $12,558 million and a 13.5% increase in imports to $11,418 million.

Exports to U.S. gain

The record surplus stems largely from the accelerated growth of Canadian exports to the United States. These increased by 25.4% to $8,494.5 million while imports from the United States were up 13.7% to $8,361.2 million. As a result, the trade balance with the United States shifted from a deficit of $581.1 million in 1967 to a surplus of $133.3 million in 1968 or a trade position improvement in 12 months of $714.4 million.

In trade with Britain, Canada's largest overseas market, the 1968 surplus of $508.5 million was virtually unchanged from the 1967 level, with exports up 3.9% to $1,150.8 million, while imports were up 7% to $642.3 million.

Canada's surplus with countries other than the United States and the British Commonwealth declined slightly to $373.4 million in 1968 from $374.4 million in 1967, as imports rose 16.5% to $1,996 million and exports rose 13.5% to $2,369.4 million.

Automotive products lead

Automotive products, which now make up Canada's leading import and export category, accounted for nearly two-fifths of the increase in Canada's 1968 exports and an even larger proportion of the rise in imports. While imports of automotive products still exceeded exports, the deficit incurred in 1968 was the smallest in a good many years.

Canadian officials do not expect the 1968 export pace to be maintained in 1969. They anticipate an increase of between 5 and 10% compared with the 19% advance in 1968.

Private route gets boost

AID report shows growing emphasis on companies' assistance to developing nations

The Agency for International Development's growing link with private enterprise in assisting the economic growth of developing nations is reflected in the report of AID's Office of Private Resources for fiscal 1968. Established programs were used more than before, several new programs came into successful operation, and still more are on the drawing board.

According to the report, new U.S. private direct investment in the developing countries—net capital outflows plus reinvested earnings—averaged more than $1 billion annually in the 1965-7 fiscal years. Book value of U.S. private direct investment in the developing countries increased steadily from $11.8 billion in 1960 to $16.9 billion in 1967. Of particular importance to economic development, an increasing share of U.S. investment in these nations is going into manufacturing—rising from 15.4% in 1960 to 25% in 1967.

This activity fits into an export pattern that shows U.S. exports to the developing nations increasing from $7.2 billion in 1962 to $10.8 billion in 1968. Of these totals, $5.0 billion represented exports of manufactures in 1962, and $7.8 billion exports of manufactures in 1968.

To generate private enterprise in the less developed countries, the Office of Private Resources offers incentives to business and financial firms and to private non-profit organizations—assistance for project development and promotion, insurance of investment against political risks, investment financing (including loan and equity guaranties and direct loans), and financial assistance to management and technical assistance organizations, credit unions, savings and loan associations, and cooperatives.

Private investment center

A Private Investment Center was established in the Office of Private Resources in April 1967 to give improved one-stop service to investors seeking help in identifying new opportunities and making new investments in the less developed countries.

The Center offers three main types of assistance. It helps U.S. business find and appraise investment opportunities; reduces risks through Investment Insurance; and provides means to borrow funds for new investment.

The most widely used program administered by the Private Investment Center—political risk insurance—has been in operation 20 years. Under it, a U.S. investor in developing countries can obtain, for a fee, insurance against certain political risks. Investments differ and each has its own insurance needs. Standard policy contracts help expedite efficient service. During 1968 five new standard policy contracts were developed in consultation with representatives of the financial and business community.

During fiscal 1968, a total of 617 new coverages amounting to $2.5 billion were written to protect investments in 221 projects in 50 developing countries and territories, new highs in the history of the program. The new business brought outstanding coverage to over $6 billion, compared with $3.5 billion at the end of the previous year. Fee income (equivalent to insurance premiums) totaled $14.8 million for the year and one claim of $327,000 was paid. Six new host country investment agreements were signed, with Malawi, Swaziland, Gambia, Botswana, Barbados and Grenada.

New projects covered ranged from a rope manufacturing plant in the Philippines to a mining project in Botswana. The American Metal Climax project in Botswana is the first in which subscribers of a public offering of shares are insured against political risk. American individuals and corporations—now totaling over 13,000—are covered under a master contract as they purchase shares in the enterprise.

Extended risk guaranties

Although AID may make dollar loans to private investment projects when dollars are unavailable from other sources, this program has been largely replaced by extended risk guaranties. Only two loans totaling $13.2 million were issued in fiscal 1968.

During the fiscal year ending last June 30, 11 extended risk guaranties were issued totaling $22.5 million. To date, the $82.5 million worth of extended risk guaranties since the program began in 1962 have resulted in projects with a total capitalization of $374 million. Twenty of the 25 coverages were written in the last two fiscal years. For 1969, an estimated 16 coverages totaling $100 million will be written to cover $400 million worth of investment. Fee income totals $667,000;

Cooley funds available for loans

Country	Unit of Currency	Amount (000)	U.S. Equivalent ($000)
East Asia			
Korea	Won	978,000	3,484
Near East and South Asia			
Ceylon	Rupees	2,167	367
India	Rupees	125,972	16,575
Israel [1]	Pounds	3,301	943
Pakistan	Rupees	56,684	11,772
Turkey	Lira	31,188	3,465
U.A.R. (Egypt) [2]	Pounds	892	1,605
Africa			
Congo	Congolese Zaires	87	174
Ghana	New Ghanian Cedis	1,041	1,016
Guinea	G. Francs	29,295	119
Morocco	Dirhams	14,708	2,895
Sudan [2]	Sudanese Pounds	73	209
Tunisia	Dinars	610	1,161

[1] Although these funds are uncommitted, applications already on hand for these currencies exceed the amount available for loans.
[2] Program suspended due to break in diplomatic relations.

one claim of $111,000 was paid in 1968.

Since 1954 the United States Government has sold food to less developed countries under Public Law 480. Parts of the local currency proceeds have been earmarked for loans to American businessmen and their affiliates in LDCs, either for new investments or to expand existing ones. They are commonly called Cooley Fund loans, after former Rep. H. D. Cooley of North Carolina who sponsored this provision of the law. During fiscal 1968, 21 new Cooley loans were made totaling the equivalent of nearly $40 million. The aggregate investment of which these loans were part amounted to $181 million. These figures bring the cumulative number of Cooley loans made during the past 10 years to 386, in a total amount equivalent to $335 million.

Loans last year

The Cooley Loan funds authorized in the past fiscal year went to the following companies: in Chile, Maquinas de Coser Singer de Chile S.A., $332,000 for a sewing machine plant; Fabrica de Pernos y Tornillos, $73,000 for establishment of an export division for screws, nuts and bolts; in Colombia, American Pipe & Construction International, $246,000 for construction of warehousing.

In the Republic of China, $836,000, Union Carbide (Taiwan) Ltd., for a chemical manufacturing plant; Taiwan Development Corp., $1,084,000 for housing construction; Parke Davis Corp., Ltd., $100,000 for pharmaceutical plant; in Korea, Korea Cotton Storage Co., Ltd., $222,000 for cotton storage warehouse; in Guinea, Harvey Aluminum Inc., $1,000,000 for bauxite mining; in Tunisia, Intercontinental Hotel & Home Development Corp., $1,501,000 for a hotel.

In India, Pibco Ltd., $533,000 for thermal insulation production; Vazire Glass Works Ltd., $533,000 for expansion of facilities; Lube India Ltd., $8,579,000 for construction of refinery; Mysore Cements Ltd., $2,733,000 for expansion of cement plant; Mysore Lamp Works Ltd., $40,000 for fluorescent tube manufacturing facilities; in Israel, Lageen Box and Can Factory Ltd., $261,000 for can production plant; Dagon Batey Momguroth Le-Israel Ltd., $533,000 for silo; Central Bottling Co., Ltd., $1,250,000 for bottling plant; Sonol Israel Ltd., $700,000 for pump and service stations.

In Pakistan, Johnson & Johnson Pakistan Ltd., $208,000 for pharmaceutical plant addition; Dawood-Hercules Chemicals Ltd., $14,204,000 for a fertilizer project; Esso Pakistan Fertilizer Corp., $7,875,000 for a fertilizer manufacturing plant.

A financial institutions investment promotion program, a pilot program of AID's Africa Bureau, represents still another approach. Here, the resources of eight U.S. banks and investment companies from across the country are pooled in five groups, each of which, assisted by AID funds, has detailed a representative in Africa to work with African businessmen and bankers to identify investment opportunities and to carry out preliminary investigations—of a new business, an expansion, a product diversification. So far this network of professionals has identified over 500 opportunities resulting in four new projects with another 35 under serious consideration.

Another pilot program, launched by the African Bureau, assists U.S. firms to investigate possible investments in selected African countries for large-unit, vertically integrated agricultural projects. Forty surveys have been contracted with 16 potential investing companies. Of these, 20 preliminary phase studies have been completed and six have moved on to more detailed second-stage studies. Two decisions to invest have resulted, one a seed growing project in Morocco and the other a corn and bean farm and marketing operation in Ghana.

To screen and promote investment projects in Latin America, a privately managed Inter-American Investment Development Center was set up in January, 1968, with financial support from AID's Latin America Bureau. The Center receives investment proposals from development banks in Latin America and, using private U.S. consultants, attempts to match them up with potential U.S. investors by face-to-face promotion.

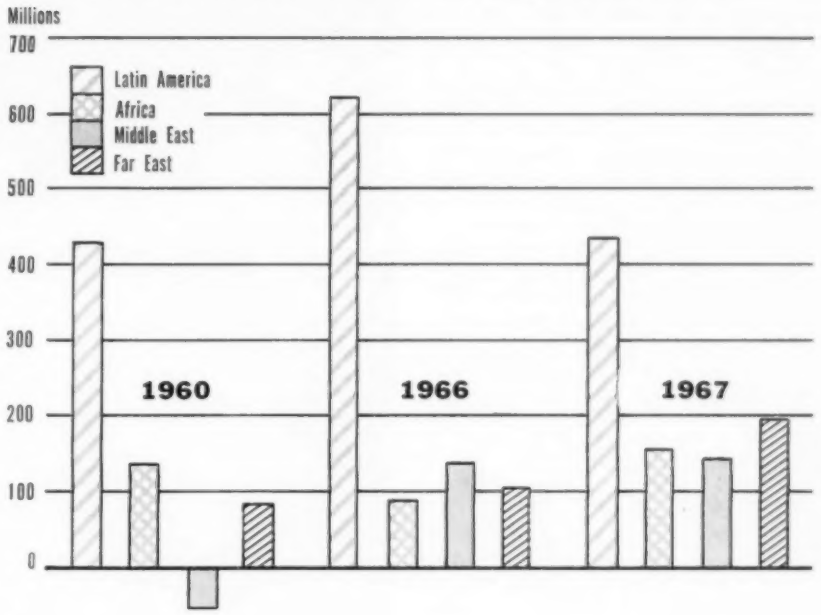
New service

A new Private Resources Development Service (PRDS) which acts as a broker matching needs identified by AID with non-Government sources of assistance was established during 1968 in the Office of Private Resources. PRDS aims to bring about a "multiplier effect" from each tax dollar used. Following are examples:

The International Executive Service Corps (IESC), sends experienced American businessmen-volunteers on short term assignments to less developed countries to counsel, on a fee basis, private business firms which have requested assistance on management and technical problems. Started four years ago by leading members of the business community and based upon suggestions of a Commerce Department official, IESC has reached an annual level of more than 300 completed projects. The Private Resources Development Service contributes, on a grant basis, a declining percentage of the cost, and private support for the organization now comes from 145 American corporations and foundations. IESC has built a roster of 4700 qualified businessmen volunteers.

Over the four-year period, AID's con-

U.S. Direct Investment in Developing Nations



tribution to the program has been about $6 million. IESC has contributed $3.6 million plus the value of the services of the volunteers, which is estimated at $3.2 million.

The Council for International Progress in Management (CIPM) provides professional management assistance to businesses and institutions throughout the world. CIPM's International Enterprise Fellowship program provides one year employment in many U.S. industries for foreign graduates of U.S. universities. Under AID contracts, seminars for middle-management supervisors are conducted in the United States and overseas, A PRDS grant in June 1968 provides $50,000 to support a Council program to create and develop management institutions in the developing countries. The Council contributes about $215,000 a year from its own resources.

Technical volunteers

The Volunteers for International Technical Assistance (VITA), introduced to AID through the Commerce Department's New York Field Office, provides a link between the technical information needs of developing countries and a large pool of American technical and professional competence. It was founded by engineers, physicists, and specialized technicians and maintains a roster of more than 4,000 skilled professional persons. It has working arrangements with 200 universities and 800 corporations. Last year it handled about 2,000 inquiries.

VITA maintains its services and a technology center on an annual budget of $210,000. PRDS has granted $45,000 of this amount, with $165,000 coming from private corporations and foundations.

Four of the cooperative organizations working with AID provide primarily agricultural assistance. They are administering and supervising programs with high social impact in a score of countries. Their projects in the developing countries deal with farm production, storage and marketing, agribusiness, supervised farm credit, rural electrification, and cooperative leadership and management training.

In many respects the programs of the other governments build on the American experience, it is noted in the report. Risk-sharing programs are now conducted by Australia, Austria, Denmark, the Federal Republic of Germany, France, Japan, Norway, and Portugal. Private management assistance programs similar to that of the International Executive Service Corps have been adopted by Canada and Japan, and one is planned by West Germany.

INTEREST IN U.S. PRODUCTS among Southeast Asian businessmen was reflected in this full house at a seminar on materials and cargo handling equipment at the U.S. Trade Center in Bangkok last October.

U.S. team to hold export credit seminars in five Asian nations

Bankers and industrial leaders join Government in program to explain facilities available to finance purchases from U.S.

Representatives of U.S. banks and industrial firms will join the U.S. Department of Commerce in holding the first of a series of export credit seminars for Southeast Asian businessmen Feb. 24-28 in Thailand.

The seminar will take place in the U.S. Trade Center in Bangkok as part of a Department of Commerce program to boost U.S. sales in developing nations. The U.S. team will discuss private and Government export credit facilities that can directly or indirectly benefit Southeast Asian businessmen in their purchase of U.S. goods and services. The team will hold similar seminars in Kuala Lumpur, Seoul, Manila and Taipei.

Participants from the American banking community will include Gardner S. Jacobs, Vice President, Wells Fargo Bank, San Francisco; Sherwood J. Hanft, Vice President of the Bank of New York; Robert D. Haven, Far East Representative of the First National Bank of Chicago, and Willem Winter, Vice President of the First National Bank of Oregon.

Industry participants

Industry participants will be G. J. Fearon, Vice President for Administration, runswick International; Donald G. Keesee, Director, Overseas Finance, Deere and Co.; William Clevenger, Woodward-Clyde Associates, representing the Consulting Engineers Council; Caterpillar Far East Ltd.'s Hong Kong repre-

sentative, Fred V. Dickinson; and Joseph Bolz, President, Fenchurch Corp.

James Halliday, Executive Vice President, Foreign Credit Insurance Association (FCIA) will also participate.

U.S. Government officials will include Dallas M. Coors, Office of Commercial and Financial Policy, U.S. Department of Commerce, as team leader; Ralph E. Spencer, Special Assistant to General Sales Manager, Commodity Credit Corp., U.S. Department of Agriculture; Leonard R. Koser, Deputy to the Vice-President, Exporter Credits, Guarantees and Insurance, Export-Import Bank; and local Agency for International Development representatives

Widespread invitations

Thai representatives of U.S. manufacturers, resident American businessmen, local private and Government bankers, financing and investment officers, and Government procurement officials will be invited to attend.

Through the presentation of prepared talks and informal group discussions, the U.S. team hopes to convey to the seminar audiences that U.S. credit terms are competitive with those of other major trading nations.

Formal discussion topics will cover the role of the Eximbank and FCIA in export financing; special export financing programs of AID and Agriculture's Commodity Credit Corporation; the role of commercial banks in export financing; and the use of credit by the American businessman.

Roundtable discussions will center on financing imports of U.S. products having high sales volume or promising potential. Categories to be covered include agricultural products; industrial and agricultural machinery; building equipment and supplies; and durable and nondurable consumer products.

U.S. export sessions

Two sessions will discuss U.S. export credit programs as they relate to Asian bankers and Government officials. The session for commercial banks and financial institutions will include presentations on credit information, access to U.S. money markets, and the relationship of the Eximbank and FCIA to commercial banks. The meeting on financing government procurement items from the U.S. will include discussions of central government guarantees, bid procedures, sources of financing, and financing feasibility and engineering studies.

A brochure describing U.S. export credit facilities and programs, prepared by the Department of Commerce, will be distributed.

AMA invites U.S. firms to Bangkok investment seminar

Mar. 17-21 session to feature top speakers from both nations

The American Management Association has announced that it will conduct a seminar on doing business in Thailand Mar. 17-21 in Bangkok. Executives of American business firms are invited to participate in this five-day conference which will cover all phases of doing business in Thailand, including the establishment of operating bases in that country for all of Southeast Asia.

The Government of Thailand is fully supporting the conference and has pledged participation by key executives of several ministries concerned with the promotion of business. The seminar will be opened by the Prime Minister of Thailand, Thanom Kittikachorn, and the keynote speaker will be Alexander B. Trowbridge, President of AMA. Guest speakers will include the Minister of Development and Economic Affairs, Pote Sarasin; the Governor of the Bank of Thailand, Dr. Puey Ungphakorn; the U.S. Ambassador to Thailand, Leonard Unger; and several top executives of chambers of commerce and U.S. business firms operating in Thailand.

The agenda includes a review of highlights of Thailand's impressive economic development; policies and incentives for investment in industries; the management and labor situation; legal aspects of doing business in Thailand and the tax structure; Bangkok as a regional base for business operations in Southeast Asia, and a panel discussion of specific problems encountered by U.S. businessmen who have enterprises in the area.

One of the agenda items is an organized trip to Chiengmai to visit business establishments and industrial plants in an economic-growth area more than 400 miles from Bangkok. The program will also include plant visits in the Bangkok area and receptions, luncheons and dinners hosted by officials of the Government of Thailand and by local business firms and groups.

Executives of U.S. business firms interested in attending should contact Mr. Mohammad Z. Khaiser, American Management Association, 135 West 50th St., New York, N.Y. 10020; telephone 212-586-8100 (TWX 710-581-6530).

Emerging nations' officials study New Orleans growth through World Bank course

Twenty-four senior government officials of 22 developing nations participated last week in a field trip to New Orleans as part of their General Development Course given by the World Bank's Economic Development Institute.

The week-long session of briefings and tours in New Orleans is the first of two field trips planned for the six-month course, which began last October.

The course is oriented to applied macroeconomics and aims to give selected senior government officials a broad overview of methods of financing economic development, development planning, and policies.

The officials represent Afghanistan, Taiwan, Gabon, Ghana, Guatemala, India, Iraq, Israel, Ivory Coast, Jamaica, Kenya, South Korea, Libya, Pakistan, Paraguay, the Philippines, Saudi Arabia, Thailand, Turkey, United Arab Republic, Uruguay, and Yugoslavia.

Participating in the briefings last week were officials from the New Orleans port, Chamber of Commerce, Regional Planning Commission, Free Trade Zone, and several other agencies.

The course, which is conducted in Washington, will terminate in April following a two-week field trip to Colombia.

TWA fined $1,350 for minor export control violations

Civil penalties totaling $1,350 have been paid by Trans World Airlines, Inc., for violations of the Export Control Law. The penalties were imposed under a 1965 law authorizing the Commerce Department to levy monetary penalties for minor violations of the act.

The Office of Export Control of the Department's Bureau of International Commerce charged TWA with five different types of violations. These included allowing cargo to be loaded and exported without presentation of proper export control documents; failure to include proper destination control statements on air waybills and commercial invoices, and shipping commodities under incorrect license designations.

TWA admitted that the violations had occurred but said they were due to clerical errors of its employees.

Previously, the Department was limited to denying the violator participation in export transactions, a sanction considered too drastic for violations of the type committed by TWA.

United States overseas p

Where and when should a U.S. firm venture into exporting for the first time or attempt to expand its sales in overseas markets? An apt answer may lie in the columns below that list details of U.S. overseas export promotions.

Sales opportunities are provided for present or potential U.S. exporters in U.S. Exhibitions at commercial trade fairs around the world, and shows at the six U.S. Trade Centers. These are planned after basic market research has shown a strong demand for a particular category of products. Other opportunities of interest are trade missions, America Weeks promotions, the Sample Display Service, and Mobile Trade Fairs. The last three are more fully described in a special notice accompanying this list.

Trade Center shows in London, Bangkok, Frankfurt, Tokyo, Milan and Stockholm are limited to one product line.

For further information on the Trade Center shows described in this listing, or for more facts on U.S. exhibitions at overseas trade fairs, **write:** Commercial Exhibits Division, BIC-932, U.S. Dept. of Commerce, Washington, D.C. 20230.

Trade missions are groups of U.S. businessmen organized to travel abroad to promote the export of U.S. goods and services manufactured by their particular industry. Some are organized and financed by the U.S. Government, while others are originated and paid for by various U.S. industries, with Government approval and assistance.

U.S. manufacturers wishing further details on submitting business proposals for participation in future trade missions should **write:** Trade Missions Division, BIC-926, U.S. Department of Commerce, Washington, D.C. 20230.

The following calendar of upcoming U.S. trade promotion activities is based on the latest data available. It appears regularly in the first issue of INTERNATIONAL COMMERCE each month.

MATERIALS TESTING AND QUALITY CONTROL. Italy. Extensive requirements for materials testing and quality control equipment have been created by Italy's expanding industrial complex since World War II. With the aim of increasing U.S. manufacturers' share of this lively market, a special promotion and exhibition of American equipment has been scheduled. Among user industries are included small to very large manufacturers in the metallurgical, aircraft, electrical, electronics, chemical and petroleum, building, and civil engineering fields. For further information, or to reserve space, call Area Code 202, 967-5351. **Milan Trade Center. Mar. 1-7.**

CONSUMER PRODUCTS. Japan, Hong Kong, Australia. Three leading department stores in Japan—Isetan (Tokyo), Meitetsu (Nagoya) and Hankyu (Osaka)—will stage America Weeks promotions during April and May. Three of the largest Hong Kong department stores—Wing On, Shui Hing and Lane Crawford—will stage simultaneous America Weeks promotions beginning Apr. 11. One of the largest stores in Australia, David Jones, will include a large U.S. section in a special international promotion scheduled for next May. Commerce is supplying customer attractions for all promotions. Most classifications of department store merchandise will be included. Write America Weeks, or telephone Area Code 202, 967-2051, for more details. All seven **promotions scheduled for April and May.**

FLUIDIC DEVICES. United Kingdom. This highly specialized show will attract engineers, scientists, researchers, manufacturers, industrialists, commercial firms and government officials interested in viewing the latest developments in fluidics and advanced switching devices. Equipment to be featured includes: fluidic devices; switches (solid state switches, subminiature switches, microelectric switches, electromagnetic switches, electro proximity switches, limit and transfer switches); relays (miniature and microminiature relays, reed relays, electronic relays, printed circuit relays, static relays, and stepping relays); actuators; solenoid controls; and servo-electric controls. For full details on how you may participate, telephone Area Code 202, 967-3838. **London Trade Center. Apr. 14-18.**

METALWORKING AND WELDING EQUIPMENT. United Kingdom. Good sales opportunities await those U.S. firms offering machine tools and welding equipment with superior features. Currently, there are 1.14 million machine tools and 75,000 welding equipment units in operation in the United Kingdom. The latest market survey indicates that 26% of all machine tools are twenty or more years old. Further, 62% of the total units are ten or more years old. For the first half of 1968 orders placed for delivery from all sources were up 6% over the same period in 1967. For full details on how you may participate, telephone Area Code 202, 967-4653. **U.S. Commercial Exhibition, London International Engineering and Marine Exhibition, Olympia, London, England. Apr. 22-30.**

ELECTRICAL EQUIPMENT AND SUPPLIES. Thailand. Demand in Thailand for electrical equipment, apparatus and supplies is rapidly increasing. Thus U.S. producers of electrical equipment and supplies should find a profitable market for their products in this growing country. Thailand's electrification program—a concerted effort to increase electric power output and spread its availability—and steadily increasing prosperity has produced a construction boom in Thailand which together have created a rising demand for electrical construction supplies and equipment. A distinct electrical contracting industry has only recently developed, since formerly electrical work was performed by the general contractors. The emergence of electrical contracting as a specialty has resulted in increased emphasis on professionalism and the maintenance of high standards in electrical installations. U.S. producers are particularly able to compete in this market. The superior quality of U.S. goods is widely acknowledged throughout Thailand, and U.S. electrical specifications and standards are widely used and are familiar to most Thai contractors as a result of U.S. military construction. Moreover, this market is now supplied almost entirely by imports. For additional information,

promotions scheduled

call Area Code 202, 967-4678. **Bangkok Trade Center. Apr. 28-May 3.**

PACKAGING, FOOD PROCESSING, METAL WORKING, PLASTICS, PETROCHEMICAL, MEASURING AND TESTING EQUIPMENT. Korea. Korea—the surprise package of the Far East—is rapidly developing as a new and attractive market for American products. This exhibition will provide American suppliers with an excellent opportunity for making immediate sales and a vehicle for developing a long range marketing strategy for Korea. Korean manufacturers want U.S. made machinery and equipment which are generally admired for quality, efficiency and sophistication. American suppliers entering the Korean market now will benefit from participation in Korea's rapid economic growth. Korea has experienced one of the highest economic growth rates in Asia, averaging over 9% a year in real terms during the past five years, with an expected 12% increase in 1968. The manufacturing sector has shown even more dynamic expansion, averaging better than 16% annually since 1962. Call Area Code 202, 967-4705 to reserve space in this important exhibition. **U.S. Industrial Machinery Exhibition, Seoul. May 8-17.**

AGRICULTURE AND FOOD PROCESSING EQUIPMENT. Yugoslavia. Yugoslavia, the corn and wheat "belt" of Europe, is one of the world's leading producers of numerous food products. Export of food products is a major source of hard currency earnings and has led Yugoslavia to concentrate heavily on further development of this sector in its economy. As a result, the climate has never been better for the sale of modern U.S. agricultural and food processing equipment. American machines and technology are widely acknowledged to be the most suited to the type and size of production which is peculiar to Yugoslavian agriculture and food processing. The U.S. Department of Commerce will assist U.S. manufacturers of agricultural and food processing equipment in reaching this ready market by staging an exhibition at the Novi Sad Fair. The Novi Sad Fair is the traditional marketing showplace for this equipment in Yugoslavia. Participation in the U.S. Commercial Exhibition can be your entree to this major food producing market. Call Area Code 202, 967-4161 for participation information. **U.S. Commercial Exhibition, 36th International Agricultural Fair, Novi Sad. May 9-19.**

ANALYTICAL AND LABORATORY EQUIPMENT. Japan. Expenditures for research and development by Japanese universities, national research institutes, and private companies have increased at an annual growth rate of 15 to 20% during the last few years. At this rate, expenditures for the purchase of laboratory and analytical equipment should reach $600 million by 1970. Japanese manufacturers of this equipment have not been able to keep pace with the rapid development in other manufacturing areas. It is, therefore, apparent that the increasing number of Japanese buyers must continue an even heavier reliance on imported equipment to obtain the range of sophisticated products required for Japan's industrial progress. The superiority of American made analytical and laboratory equipment over Japanese and European products is generally accepted among Japanese users. The U.S. share of total imports exceeds 50% in most categories and, in many cases, reaches from 80-100%. A recently completed comprehensive market research study clearly indicates a high sales potential for a wide range of U.S. products. The market study lists 56 products with notations as to export feasibility and market size. 1969 promises to be a prosperous year for Japan with growing opportunities for U.S. exporters. Call Area Code 202, 967-5286 for additional information and a space reservation in this important exhibition. **Tokyo Trade Center. May 12-17.**

INDUSTRIAL FASTENERS AND ADHESIVES. United Kingdom. The United Kingdom is one of the world's most highly industrialized nations and the third largest market for exports from the United States. The U.K. market for U.S. exports has strengthened since devaluation in the face of recent attempts by the U.K. to reduce overall imports. This trend is expected to continue, since the U.S. is a major source for the advanced and sophisticated products the U.K. needs to improve its productivity growth. The exhibition will feature advanced industrial fasteners and adhesives, fastening systems, adhesive systems, combination fastening-adhesive systems, application tools and equipment, and production machinery. For complete details on how you may participate, telephone Area Code 202, 967-5768. **London Trade Center. May 14-21.**

HIGH FREQUENCY MEASURING AND TEST INSTRUMENTATION. Germany. The German electrical industry is the second largest producer in the world after the United States. To achieve and maintain this position, Germany requires the latest in electronics research and development instrumentation and it is not surprising that Germany is the largest export market for U.S. electrical and electronic equipment in the world. One of the prime markets is that for highly sophisticated, sensitive, and accurate measuring equipment representing the latest in the state-of-the-art and generally used in research development and experimental laboratories. This specialized market was estimated at $45 million in 1967 with U.S. companies already established importing growth rates of 25%. For additional information on this growing market, and how you may exhibit, call Area Code 202, 967-3088. **Frankfurt Trade Center. May 19-23.**

OPTICAL AND PHOTOGRAPHIC SYSTEMS. Scandinavia. Categories of equipment will be lasers, fiber optics, spectroscopy, high speed photography, aerial photography and photogrammetry, information and data display, other instrumentation, lenses and materials. All Scandinavian distributors, buyers, and potential buyers of this equipment will be invited to this show. Attendees will be firms and individuals interested in laser and fiber optic applications, the sciences, research and development, medicine, oceanography, pollution control, quality control, chemicals, data handling, reprography, aerial and industrial photography, etc. A market survey reveals strong Scandinavian interest in these types of U.S. made equipment. The markets are sizable and over $4 million of this equipment

LOCAL SALES AGENTS play important part in showing U.S. products at U.S. Exhibitions and Trade Center shows overseas. Ideal Stencil Co. representative showed company machinery to fellow Japanese businessmen at Tokyo Plant Engineering and Maintenance Show held at Harumi Pier last October.

was shipped to Sweden and over $2 million worth was shipped to the other Scandinavian countries from U.S. plants in 1967. Rapid sales growth is forecast for certain products. For more information on these markets and for full details on how you may exhibit, telephone Area Code 202, 967-4421. **Stockholm Trade Center, May 19-24.**

HIGH VACUUM AND CRYOGENIC EQUIPMENT. Italy. Demand in Italy for high vacuum and cryogenic equipment has increased steadily the last few years with the growth of the chemical, food processing, electronics and other industries that use high vacuum and cryogenic equipment. Currently, consumption of high vacuum equipment in Italy is valued at $10 million and Italian production satisfies about 40% of total domestic demand. U.S. manufacturers are in a position to capture a growing share of this market as Italians have a high regard for U.S. products. To ensure your share call Area Code 202, 967-3944 to obtain full details on how you may participate. **Milan Trade Center. May 22-26.**

AEROSPACE EQUIPMENT. France. Air passenger and cargo traffic in Europe is increasing at an extremely fast rate, requiring a corresponding growth in commercial airfleets, airports, freight and ground handling facilities, service and repair equipment and all types of aircraft equipment and components. Aviation facilities are feeling the strain of heavily increasing traffic. Sales prospects for U.S. made equipment throughout Europe's aerospace industry are excellent. An opportunity exists for U.S. firms to enter this expanding market to introduce recent innovations and significant developments in this field. For information call Area Code 202, 967-4961. **U.S. Commercial Exhibition, 28th International Aviation and Space Salon, Paris. May 29-June 8.**

ALUMINUM PRODUCTS AND FABRICATING EQUIPMENT. Thailand. Included in this exhibition will be aluminum products with end uses in the following markets: building and construction; transportation; consumer durable goods; electrical industry; machinery and equipment; and containers and packaging. Fabricating, processing and assembling equipment and tools will also be shown. The exhibition will be preceded by an intensive promotion campaign in Thailand and selected countries in Southeast Asia aimed at attracting to the Bangkok Trade Center a select trade audience comprised of: fabricators of aluminum, managers of metal working plants, builders, architects, government officials, engineers, leading importers and distributors, and other special target groups that participants express interest in reaching. During the exhibition, the Trade Center will stage a three-day seminar for Southeast Asian businessmen on the various applications of aluminum. For additional information, call Area Code 202, 967-5297. **Bangkok Trade Center. June 2-6.**

ADVANCED MEDICAL EQUIPMENT. Germany. U.S. achievements in the advanced medical equipment field have long been recognized by Germany's leading doctors. Approximately 4,000 of these specialists will attend the Medical Congress, Diagnostica, at Karlsruhe with primary emphasis in the diagnostic field. Concurrently, the U.S. Department of Commerce will sponsor a special exhibition of advanced medical equipment. Current investments for modernization and enlargement of Germany's 3,600 hospitals amount to $250 million a year with $50 million spent annually on medical electronics and advanced laboratory equipment. U.S. manufacturers interested in selling to this 650,000 bed market can also look forward to selling to the 150 clinical and central hygiene institutes which are currently carrying on research in various fields of medicine. For further information, call Area Code 202, 967-3088. **Frankfurt Trade Center Offsite Show at Diagnostica, Karlsruhe. June 6-10.**

AUTOMOTIVE PRODUCTION EQUIPMENT. Japan. The phenomenal expansion of automotive production in the last few years has made Japan the world's second largest producer. There was a production increase of almost 40% during Japan's fiscal year 1967 and the Japanese Government has predicted nearly a 300% growth in passenger car production in 1971 over 1966. This will result in 2.4 million passenger cars in a total output of almost 5 million vehicles. Thus it is no surprise that all 10 major auto manufacturers and the more than 1,000 parts manufacturers are surging ahead with expansion plans to meet the booming domestic and climbing export demands. Equipment investment in the automotive industry rose by 74% in Japan FY 1967. Another substantial increase is forecast for fiscal 1968. A Japanese Government program aiming at the modernization of automotive parts manufacturing provides low interest long-term loans for the purchase of 110 different types of machinery. Product categories with outstanding sales potential in Japan are: metal cutting and metal forming machine tools; painting and plating; test and inspection; specialized assembly, and continuous heating equipment; and packaging machinery. Call Area Code 202, 967-4511 for

additional information and a space reservation. **U.S. Solo Exhibition, Tokyo. June 10-14.**

DATA PROCESSING. Scandinavia. Sales in Sweden of electronic data processing and peripheral equipment are expected to total about $100 million in 1969. American designed or manufactured EDP equipment imported and used in Sweden accounts for well over 70% of this market. Related American equipment accounts for like percentages in Denmark, Finland and Norway. Direct U.S. exports of such equipment to the four Scandinavian markets totaled $13.4 million in 1967. But the bulk of Nordic imports of EDP equipment came from European-based American manufacturing and assembly plants. Reliable trade estimates predict that demand for data processing equipment in Scandinavia will grow during the next decade to annual rates ranging from 20-40% U.S. firms can be expected to maintain a substantial share of these markets. The Stockholm show will attract from throughout Scandinavia potential buyers representing Government agencies, banks and other financial institutions, computer time-sharing centers, manufacturing establishments and firms engaged in providing transportation services. For more information on the markets for data processing equipment in Scandinavia and for full details on how you may exhibit, call Area Code 202, 967-3958. **Stockholm Trade Center. June 11-17.**

MARINE EQUIPMENT. United Kingdom. The British shipbuilding order book for 1968 is expected to exceed 1967 orders by 106%. The devaluation of the pound plus reorganization of the shipbuilding industry has given British shipbuilders a competitive edge over the European shipyards and placed them on parity with the Japanese shipyards. The United Kingdom ranks fourth among the shipbuilding nations of the world, and only slightly behind West Germany on the basis of total order book. Extensive interviews with British shipbuilders and fleet owners indicate a tremendous interest in United States marine equipment. This interest covers a large list of products in the categories of engineering equipment, navigational equipment, deck and cargo gear, and special equipment for the fishing industry. A limited number of products were designated in the product categories of hull and safety equipment as well as a number of miscellaneous categories. For complete details on how you may participate telephone Area Code 202, 967-3849. **London Trade Center. June 11-18.**

INDUSTRIAL AND PUBLIC SECURITY EQUIPMENT. Italy. Unprecedented Italian economic expansion is creating problems whose solution requires the use of sophisticated security systems and equipment. Large capital investments in complex plants and warehouses, increasingly liberal credit facilities, and greater acceptance of self-service merchandising call for the last word in protection against such risks as fire, theft, industrial espionage, forgery, and shoplifting. Awareness of the availability of equipment capable of providing full protection, as well as appreciation of the extent of loss inadequate protection can cause, is spreading rapidly among Italian businessmen and public security officials. For American manufacturers of security items ranging from such items as electronic intrusion detection equipment, fire alarm devices, and lock systems through personnel identification systems to police equipment for such functions as crowd and traffic control, sales prospects have never been better. A significant opportunity exists for U.S. firms to capture a major share of this expanding market. For full particulars about this exhibition call Area Code 202, 967-3968. **Milan Trade Center. June 12-16.**

America Weeks

America Weeks are overseas retail sales promotions of U.S. consumer goods.

Overseas retailers planning one of these promotions make their merchandise selections through overseas offices or agents of American manufacturers or through an appropriate U.S.-based buying office.

Announcement of each separate America Weeks promotion, along with the name of the related buying office, is made by INTERNATIONAL COMMERCE. Consumer goods suppliers interested in selling to overseas stores holding America Weeks promotions should contact the overseas stores directly if agents are utilized, or otherwise work through the stores' U.S.-based buying office.

Any U.S. organizations interested in supplying promotional material for this program are asked to give a brief description of the exhibition or demonstration, and to indicate the languages in which it is available.

Write: America Weeks, BIC-926, Department of Commerce, Washington, D.C. 20230.

Sample Displays

A Sample Display Center is just what its name implies—a place to show samples of U.S. products.

U.S. firms without agents in the area may use any Center to present their products to prospective local agents and distributors.

Centers are supervised by U.S. commercial officers at the embassies in the host countries. U.S. products and descriptive literature may be displayed without charge for 30 days.

For information on the Centers in Bangkok, Beirut, and Nairobi, **write:** Sample Displays, BIC-918, Department of Commerce, Washington, D.C. 20230.

For the Sample Displays at Addis Ababa and Hong Kong, **write** to the Commercial Attache at the American Embassy in Addis Ababa and the Consulate General in Hong Kong.

Mobile Trade Fairs

Mobile trade fairs are private business ventures designed to show and sell products of U.S. business and agriculture through traveling exhibitions carried in ships, airplanes, trains and exhibit vans.

Objectives of a mobile trade fair are to help U.S. firms enter the exporting field; to open new markets for American goods; and to assist U.S. business concerns in finding overseas agents.

The Bureau of International Commerce provides technical support and certain kinds of financial assistance to qualified mobile trade fair operators.

Write: Mobile Trade Fairs, BIC-926, Department of Commerce, Washington, D.C. 20230.

DATA PROCESSING. Thailand. There is a growing need for data processing equipment and know how to help Asian nations meet the demands of rapid economic growth and industrial expansion. At the Bangkok data processing seminar exhibition experts from American firms will meet with key government and business leaders from throughout Asia to discuss the computer field and its many applications in developing countries. The seminar will place emphasis on workshop sessions and small work groups to encourage an exchange between Americans and Asians while the exhibition will display products and equipment of U.S. manufacturers and will include films, graphics and mock-up models. For further participation information, call Area Code 202, 967-5148. **Bangkok Trade Center. June 23-27.**

FOOD PROCESSING AND SERVING EQUIPMENT. Japan. Japan's dramatic industrial expansion is taking place in a tight labor market resulting in increasing wages and a higher standard of living for the average Japanese citizen. The fiscal year 1968 (ending March 31, 1969) per capita income is conservatively estimated at $1,040, a 9% increase over FY 1967. Moreover, there is a continuing trend towards more eating away from the home and the consumption of western type foods. Imports of food processing and packaging equipment in 1967 were $6 million and $7.4 million respectively, representing significant increases over 1966. A large part of eleven acres at EXPO '70 in Osaka will be devoted to restaurants and coffee shops. The Japanese market now offers excellent sales opportunities for food processing, packaging and serving equipment. In addition, this exhibition offers a rare opportunity to benefit from Japanese end-users purchases for EXPO '70. Take advantage of this rare opportunity to participate in a dynamic market by calling Area Code 202, 967-5286. **U.S. Solo Exhibition, Osaka. July 21-25.**

GRAPHIC ARTS EQUIPMENT. Japan. Japan's dynamic graphic arts industry has experienced an estimated annual growth rate of 20% and the industry is expected to continue expanding. To accommodate this growth, imports of printing machinery and related products have amounted to around $15 million a year during the past few years. As one indicator, Japan ranks second in the world in magazine circulation with a total annual production of 1.4 billion copies in 1966. In addition, 121 newspapers have a daily circulation of 32 million. Increasing demand for the services of this industry combined with an acute shortage of skilled labor has created a growing market for modern high-speed American made equipment. Products that have a particularly good potential for sales in Japan include electronic offset and letterpress platemaking equipment, high-speed multi-color sheet fed offset press and lithographic rotary press, high-speed automatic precision bookmaking equipment, densitometer and other testing equipment, high-speed multi-color rotary letterpress, automatic photo developing and finishing equipment, electronic photocopy equipment, collating machines, and drawing instruments for analog computers. Take advantage of this opportunity to exhibit in a dynamic market by calling Area Code 202, 967-4705 to reserve exhibit space. **Tokyo Trade Center. July 21-26.**

PAPER CONVERTING, PRINTING EQUIPMENT. Thailand. Thailand today offers immediate and long range sales opportunities and profits for U.S. manufacturers of paper converting, printing and allied equipment. The rapidly increasing tempo of business, the brisk advance of industrial development, coupled with the ready acceptance of advanced methods of packaging, merchandising and business management have led to an accelerated use of paper in all its forms. While the demand for paper products continues to expand, local Thailand producers are presently able to supply less than a quarter of the paper stocks needs. Over the next year, however, completion of several large new paper factories will change the supply substantially, specially for kraft, newsprint and some simpler types of paper stock. This local source of less expensive paper is expected to further stimulate Thailand's domestic converting and graphics industry, creating more promising markets for U.S. manufacturers. For additional information call Area Code 202, 967-4858. **Bangkok Trade Center. Sept. 16-19.**

CHEMICAL PROCESSING EQUIPMENT. Japan. The dynamic expansion of chemical production in the last few years has made Japan the world's second largest producer. The chemical industry increased production by 17% in fiscal year 1967 with a 10% increase expected in FY 1968. Japanese petrochemical production alone increased 28% in FY 1967 to 25% of aggregate chemical output. Equipment investment in the chemical industry rose by an estimated 55% in FY 1968 to $1.4 billion. The petrochemical industry, which has a 50% share of chemical investments, plans to increase investment in FY 1968 78.2% over the preceding year. A recent market study indicates strong Japanese interest in certain types of U.S. chemical processing equipment. U.S. manufacturers can capture a growing share of this market as the Japanese desire the most modern equipment and will pay for it. Some of the products with outstanding sales potential in Japan are: corrosion resistant materials; disposal, recovery and cleaning systems; temperature and pressure equipment; separating, size reduction and classification equipment; instruments for plant control, automation equipment and vacuum equipment. For more information on this market and for full details on how you may participate, telephone Area Code 202, 967-4511. **U.S. Commercial Exhibition, Chemical Plant Engineering and Measuring Equipment Show, Tokyo. Sept. 16-21.**

MACHINE TOOLS AND QUALITY CONTROL EQUIPMENT. Mexico. With the substantial growth of the volume of products manufactured in Mexico and the increasing need to export to support its industrial growth, industry in Mexico has come to realize the importance of product quality in sustaining market acceptance. However, the improvement of quality is difficult due to a shortage of skilled labor. The industry of Mexico is increasingly finding that the use of more advanced and automated machine tools and equipment, complemented by a full scale quality control department, is the best solution to its problem. As this trend to advanced machine tools continues at an accelerated pace, U.S. industry can improve its share of the Mexican market through aggressive selling and greater sales promotion efforts. To assist the U.S. machine tool industry, the Department of Commerce and the American Society of Tool and Manufacturing Engineers (ASTME) will sponsor the First Inter-American Manufacturing Engineering Conference to be held in conjunction with the Department of Commerce Machine Tool Solo Exhibition. For additional information, call Area Code 202, 967-5506. **U.S. Solo Exhibition, Mexico City. Sept. 18-26.**

WELDING AND CUTTING EQUIPMENT. Germany. The Department of Commerce will sponsor a U.S. Exhibition at the Seventh Welding and Cutting Trade Fair at Essen in Sep-

OUTSIDE EXHIBIT AREAS are frequently used to show agricultural equipment and other large machinery at U.S. overseas exhibitions. Central American visitors here examine U.S. displays at the Third El Salvador International Exhibition, held this past November in the capital city of San Salvador.

tember. This fair is held every four years and is acknowledged to be the largest and most important fair in its field. For further information call Area Code 202, 967-4601. **U.S. Commercial Exhibition, Seventh Welding and Cutting Trade Fair, Essen. Sept. 20-28.**

THERMAL INSTRUMENTS. United Kingdom. In the United Kingdom the market for all thermal instruments totaled $75 million in 1968. That group of thermal instruments to be included in this exhibition had a 1968 market of $50 million. The thermal instrument market, under conditions existing at the beginning of the year, is projected to increase by 10% in 1969. Imports from the United States into the United Kingdom are expected to increase in 1969 over 1968 by approximately 5%. The increase will be greater for those products incorporating advanced technology as the United Kingdom continues to rationalize and expand industrial production. The objective of the thermal instruments exhibition is to give an opportunity to the major users in the United Kingdom to review all their thermal instrument requirements against the best the United States manufacturers have to offer. For complete details telephone Area Code 202, 967-3848. **London Trade Center. Sept. 22-26.**

NUCLEAR EQUIPMENT. Switzerland. One of the fastest growing and most promising fields today is the application of nuclear technology in industry, medicine, power, agriculture and research. As commercial applications of nuclear technology become more widespread, the market for nuclear equipment and instruments expands. The European market is becoming especially attractive as programs for nuclear energy for power generation and the use of nuclear technology for many other uses become a multibillion dollar business. Sales of nuclear equipment will soar as the industrialized countries expand their activities in this field. New opportunities for U.S. suppliers of nuclear equipment are opening up. NUCLEX '69, the International Nuclear Fair, will afford U.S. manufacturers of all types of nuclear equipment and instruments the opportunity to show their products to all the important visitors who will be attracted to this outstanding international event. For additional information, call Area Code 202, 967-5751. **U.S. Commercial Exhibition, NUCLEX '69, Basel, Switzerland. Oct. 6-11.**

SHIPBUILDING, MARINE AND PORT EQUIPMENT. Netherlands. Shipbuilders, shipowners, stevedoring companies and port officials from throughout the world will attend this show, which is the largest international maritime exhibition. The shipbuilding and marine industries are regaining vitality and are again becoming important in the economies of the Western European maritime countries. As of Oct. 1, 1968 these countries had 51.1% of the total world's new ship tonnage either under construction or on order. In recent years European shipyards have invested heavily in building mammoth size docks to accommodate construction of vessels weighing 250,000 d.w.t. New yards are under construction and more are scheduled for completion within the next two years to facilitate building of the super size vessels. Both builders and owners are looking for advanced equipment and machinery which will help them maintain or improve their competitive position. European ports have also had to invest heavily in new facilities to meet the ever increasing demand for faster and more efficient service in unloading and loading cargoes. For example Rotterdam, the largest port in the world, will invest over $300 million within the next five years in adding and improving port facilities. Recent market surveys indicate that U.S. manufacturers of sophisticated maritime products will find an exciting profitable market for equipment

incorporating the latest technological developments. Firms interested in reserving space for this exhibition should act immediately due to the limited space available and the high degree of interest in this show prevailing in industry. For further details call Area Code 202, 967-4256. **U.S. Commercial Exhibition, EUROPORT '69, 8th Annual International Maritime Exhibition, Amsterdam. Nov. 11-15.**

MEASURING, RECORDING AND CONTROL INSTRUMENTATION FOR THE CHEMICAL INDUSTRY. Germany. The Department of Commerce will organize a U.S. Exhibition of instrumentation for the chemical industry at ACHEMA 1970. The fair, held every three years, is regarded as the world's leading showplace for equipment for the chemical industry. For further information call Area Code 202, 967-4161. **U.S. Commercial Exhibition, ACHEMA 1970—16th Chemical Engineering Exhibition and Congress, Frankfurt. June 17-24, 1970.**

Space fully booked

The following shows, in which all available exhibit space has been reserved, are still open for visits by interested representatives of the industries involved. U.S. firms with sales representatives or distributors in the area of any of the listed Trade Centers and exhibitions can ask these local businessmen to visit the shows to see the 'state of the art' in each particular field.

REPROGRAPHIC EQUIPMENT. Italy. In the face of increasing competition from Europe and the Far East, the future of U.S. suppliers in the Italian market lies in their continued efforts to merchandise, promote and sell what the Italians themselves consider to be the most complete, advanced and finest equipment available from any source. **Milan Trade Center. Feb. 5-11.**

TRANSDUCER INSTRUMENTATION SYSTEMS. United Kingdom. Research and development expenditures in the U.K. in 1967 totaled some $2.1 billion and are growing annually at a rate of 10%. During the same period U.S. manufacturers captured approximately one half of the estimated $144 million U.K. instrumentation import market. U.S. makers of sophisticated transducers instrumentation systems are in a position to gain an increased share of this growing market. **London Trade Center. Feb. 17-21.**

GRAPHIC ARTS EQUIPMENT. Germany. Imports from the U.S. have been running at about $8 million annually in this field. A recent market survey for the Department of Commerce has focused attention on those areas of increased opportunity for U.S. manufacturers. **Frankfurt Trade Center. Feb. 17-21.**

WATER PURIFICATION AND DESALINATION EQUIPMENT. Italy. There is a growing need for water desalination, purification, supply and pollution control equipment in Europe, the Mediterranean area and the Middle East as existing water resources, which are often very limited, are being used up or polluted. The exhibition and concurrent congress will be highly promoted throughout the European, Mediterranean, and Middle East areas. **U.S. Commercial Exhibition, PURAQUA, Rome. Feb. 17-22.**

OCEANOGRAPHIC EQUIPMENT. United Kingdom. The United Kingdom is a world center of oceanographic research and marine engineering. Leading manufacturers from every part of the world will be displaying the most sophisticated equipment available at Oceanology International '69, the first fully international exhibition/symposium of its kind to be held in Europe. **U.S. Commercial Exhibition, Oceanology International '69, Brighton, England. Feb. 18-21.**

INDUSTRIAL PHOTOGRAPHIC EQUIPMENT. Japan. The highest sales potential for U.S. photographic equipment in Japan includes high speed industrial and scientific equipment; cinematographic equipment, nuclear and other hostile environment equipment; aerial cameras; and underwater equipment. **Tokyo Trade Center. Feb. 24-Mar. 1.**

METAL SURFACE TREATMENT EQUIPMENT. Germany. To combat corrosion and to treat metals for modern finishes, Germany looks to the U.S. with its advanced experience in this field. As a country which is aggressive in international trade, Germany is aware of the need to adapt to modern concepts, materials, and equipment to remain competitive in the world market. **Frankfurt Trade Center. Mar. 17-21.**

PULP AND PAPER EQUIPMENT. Scandinavia. Over 300 Scandinavian pulp and paper plants and numerous converters present an excellent market for the latest in U.S. machinery, controls, equipment, and supplies. As major world producers and exporters of pulp and paper, Scandinavian plants are forced by stiff international competition to invest in modern, large-scale machinery. Sweden, especially, is undergoing modernization, capacity expansion, and vertical integration of its pulp and paper industry. **Stockholm Trade Center. Mar. 20-26.**

PLASTICS INDUSTRY EQUIPMENT. Benelux. Production of plastic products in the Benelux countries is rising rapidly to satisfy steadily expanding consumption. EUROPLASTICA '69, the International Plastics Exhibition, the most important plastics industry trade fair for 1969, is expected to attract many top industry officials from throughout Europe and the world, enabling those in attendance to make important contacts. **U.S. Commercial Exhibition, EUROPLASTICA '69, Brussels, Belgium. Mar. 22-30.**

MATERIALS HANDLING EQUIPMENT. Italy. U.S. makers of industrial in-plant materials handling systems and equipment should find attractive sales opportunities resulting from continued economic expansion and the increasing emphasis on industrial modernization. **Milan Trade Center. Apr. 14-25.**

ELECTRONIC COMPONENTS. Scandinavia. Growth rates for certain types of electronic components exported from the U.S. to Scandinavia have ranged from 35% to 300% during the past year. Scandinavian use of integrated circuits will double in 1969. Of the four Scandinavian countries, Sweden presents the largest market for these components—consuming over $100 million worth in 1967. **Stockholm Trade Center. Apr. 16-22.**

PACKAGING EQUIPMENT. Germany. American equipment continues to be competitive and is finding even greater acceptance as Europeans accelerate the scale of the in-plant packaging systems closer to those prevailing in the U.S. Truly an international fair, INTERPACK will attract buyers from all over the world. **U.S. Commercial Exhibition, INTERPACK —5th International Fair for Packaging Machines, Packaging Materials and Confectionery Machinery, Duesseldorf. May 10-16.**

Busy British shipbuilders seek latest in U.S. marine equipment for yard modernization, expansion

London Trade Center exhibit to cater to needs of world's fourth largest shipbuilding industry, a rapidly growing customer

Business is booming in the British shipbuilding industry with 1968 orders up 106% over 1967, creating an expanding need in the United Kingdom for the latest in sophisticated marine equipment and technology.

To help U.S. manufacturers of these products sell more of their goods in this surging market, the Department of Commerce will hold a marine equipment exhibition at the U.S. Trade Center in London, June 11-18. The show will feature engineering and navigational equipment, deck and cargo gear, and special equipment for the fishing industry.

Market reports show shipbuilding orders of 2 million gross tons during the first 10 months of 1968, compared with 971,000 gross tons during the same period in 1967, and estimate total orders for the year worth more than $600 million. Modernization and consolidation of Britain's shipyards and the devaluation of the pound have given the industry a competitive edge over other European shipyards and account for this rapid rate of growth.

Fourth largest

The U.K. now ranks as the world's fourth largest shipbuilder, on the basis of current orders, only slightly behind West Germany, and maintains the second largest shipping fleet in the world. In 1968, approximately one-third of ship orders were for export.

Bulk carriers and tankers are leading the growth in shipbuilding orders, and the increasing size of these vessels requires greatly increased sophistication in equipment used.

Special interest is reported among U.K. shipbuilders in new developments in engineering equipment, especially automation, and in specific U.S. engines such as medium speed diesels, steam turbines, gas turbines, and small marine diesels. Automated engine room equipment, remote control and reading equipment, control consoles, and data recording equipment are also needed.

Sophisticated navigational equipment is wanted. Products named by British shipbuilders as having good sales potential include Omega navigation systems, radar and other course correction equipment, Loran, electro-magnetic logs, and sonar equipment for shallow water approaches and docking. Good sales prospects are also reported for computerized navigational ship control equipment, inertial navigation systems, depth recorders, and automated log equipment.

More fishing vessels

The fishing-boat industry is expected to expand rapidly in the next few years with the building of more and larger trawlers. Equipment with good sales potential includes sonar and asdic sonar, high speed diesel engines, power block equipment, mechanized fishing gear, fish detection equipment, net and cable retrieval equipment, and on-board fish processing equipment.

Labor-saving deck and cargo gear such as hydraulic, electric or electronic deck cargo handling equipment, hull equipment, and safety equipment are also needed.

U.S. firms participating in other Commerce-sponsored shows have successfully increased exports of similar products. Thirty-eight exhibitors at a shipbuilding and marine equipment show at the Tokyo Trade Center in June 1968 earned $82,000 in immediate sales and predict sales during the first year after the show of over $5 million.

A market development campaign is already under way in the United Kingdom to attract shipbuilders and shipowners, buyers, agents, engineers and distributors to the London Trade Center show.

Manufacturers interested in joining the London exhibit may obtain additional information from the U.S. Department of Commerce (BIC-942), Washington, D.C. 20230 (Area Code 202, 967-3838) or from any of the Department's Field Offices.

Biennial fluid power show set for autumn run in Tokyo

The 1969 Fluid Power International Exhibition, successor to the previous International Oil Hydraulic and Pneumatic Machine Fair held in 1963, 1965, and 1967, will take place Sept. 26-Oct. 2 at the Tokyo International Trade Center at Harumi Pier.

Thirty-three U.S. manufacturers of fluid power equipment took part in a Commerce Department-sponsored U.S. Exhibition at the 1967 edition of the Tokyo fair. The U.S. exhibitors in that show sold $341,000 worth of their products at the show itself, and predicted after the exhibit that their first-year sales would total an additional $3 million. Results of a follow-up survey made a year after the exhibition are not yet complete.

Attendance has been rising steadily with each edition of the fluid power show. In 1963, some 33,000 persons saw the fair, in 1965 attendance topped 36,000, and in 1967 the visitor total was 42,716. The fair organizers predict that the 1969 show will attract over 50,000 visitors.

According to the sponsors, the Japan Oil Hydraulics Association and the newspaper Sankei Shimbun, the fair will show machinery in which oil hydraulic and pneumatic equipment is used, as well as fluid power devices themselves.

A special section has been set aside for U.S. exhibitors at this year's show, and a major effort is being made by the Japanese sponsors to attract U.S. companies.

Write: Secretariat of the 1969 Fluid Power International Exhibition, The Nihon Kogyo Shimbun, 3, 1-Chome, Ohtemachi, Chiyoda-ku, Tokyo 100, Japan.

Exhibit space still available at Duesseldorf Teenage Fair

The International Teenage Fair 1969, scheduled for Aug. 23-31 of this year in Duesseldorf, Germany, has generated "remarkably strong interest" in the German consumer goods industries, according to a report from the U.S. Consulate in Duesseldorf.

A total of 120 exhibitors have already signed up for exhibit space, and local newspaper coverage has emphasized the fact that the fair will be a valuable means to determine the commercial potential in Germany of products designed for sale to teenagers.

Exhibit space is still available for U.S. manufacturers who wish to participate, either directly or through German distributors.

Write: Teenage Fair 1969, Messegelaende, Duesseldorf, Germany.

EXHIBITION BRIEFS *WORLDWIDE*

INTERNATIONAL HOTEL AND CATERING EQUIPMENT EXHIBITION, PARIS, FRANCE, Oct. 10-21. 350 exhibitors from 16 countries, mostly through French distributors or agents. 127 French firms and 223 foreign manufacturers represented. 26 U.S. companies represented. Attendance totaled 84,596 strictly trade visitors from France and abroad. Floor sales by U.S. firms disappointing, but estimates of future sales based on call-backs are reported as encouraging. U.S. commercial officers in France recommend the show as a good vehicle for sales of U.S. hotel and catering equipment. Next exhibition, Oct. 9-20.

INTERNATIONAL EXHIBITION OF CHEMICAL INDUSTRY EQUIPMENT, MILAN, ITALY, Oct. 12-20. Some 20,000 technicians, chemists, engineers, manufacturers, and students saw the displays of 350 manufacturers of items for the chemical industry. The concurrent Congress of Italian Chemists aided attendance. Fair organizers report that all 1968 exhibitors have already booked space for the next edition. No U.S. firms in the last exhibition, but participation is recommended by U.S. commercial officers. Next show, 1970.

INTERNATIONAL "DO-IT-YOURSELF" EXHIBITION, PARIS, FRANCE, Nov. 7-18. 360 exhibitors representing 520 firms, up considerably from the 300 exhibitors representing 424 firms in 1967, and the 200 exhibitors showing products of 310 companies in 1966. Visitor total 236,000, up from 210,000 in 1967, and 170,000 in 1966. 32 U.S. companies participated in 1968, up by 10 from the previous year. French market for "do-it-yourself" equipment and supplies reported growing rapidly, with this show one of the best ways of entering the market. Next show, Nov. 6-17.

MACHINE TOOLS FAIR, BASEL, SWITZERLAND, Nov. 15-24. Only Swiss manufacturers and distributors may exhibit in this show. The 117 Swiss firms in the fair displayed equipment 80% of which was of foreign origin, including products of 49 U.S. manufacturers. Attendance figures not available, but U.S. Embassy officials and exhibitors called the turnout excellent. Consensus of exhibitors was that U.S.-made machine tools are losing sales, but those made by European U.S. subsidiaries are doing well, especially numerically controlled machines.

German office equipment exhibition to go international

The management of the Cologne Trade Fair has announced that the former West German Office Equipment Exhibition has been expanded in scope and renamed the Exhibition for Organization and Technique in Office and Works, or ORGATECHNIK.

The revamped exhibition will take place in Cologne, Sept. 7-10, and every two years thereafter, as an international exhibition.

In addition to office machines, furniture, and general equipment and supplies, which were featured in the previous fair, the new event will show equipment for making illustrations and mechanical drawings, systems and devices for data processing, storage, and retrieval, and office photographic equipment and supplies.

Write: Messe- und Ausstellungs G.m.b.H., 5 Koln-Deutz, Cologne, Germany.

Western Japan Machine Fair again open for foreign firms

For the second year, the 1969 edition of the Western Japan Consolidated Machine Fair, an annual event, will be open for participation by foreign firms. U.S. makers of industrial machinery have been invited by the fair management to mount exhibits in this year's fair, to be held May 18-26.

The show will be held in Kitakyushu City at the Kokura-ku exhibition grounds.

The 1969 show will be the ninth annual fair in the series. According to the exhibition's sponsors, business transacted at the fairs over the years is in excess of $17.2 million.

Six exhibitors at the 1968 fair showed machines made by U.S. manufacturers, and the organizers of this year's edition are hoping to increase this number. The last edition was the biggest in the series from several standpoints—attendance of 120,000, 250 exhibitors, and sales of $4.3 million at the fair itself.

Write: Kyushu Industrial Management Association, Ojun Building, 3-8, 3-Chome, Tenjin, Fukuoka City 810, Japan.

South Africa schedules 1970 exhibition for building trades

U.S. manufacturers of construction industry equipment have been invited to display their products at the 1970 South African Building Trade Exhibition, scheduled for Aug. 5-13, 1970, in Johannesburg, South Africa.

Heavy building equipment, prefabricated materials, and other miscellaneous building supplies will all be suitable for display at the exhibition, which is expected to draw a large attendance from the South African construction industry.

The first edition of this fair took place in August, 1968, and current plans call for it to continue to be held on a biennial basis.

Write: Building Trades Exhibition South Africa, (Pty.), Ltd., 11 Manchester Square, London, W.1., England, or P.O. Box 7870, Johannesburg, South Africa.

Apparel manufacturers plan June Miami Beach exhibition

Apparel manufacturers and apparel industry buyers from the United States and overseas will get a comprehensive look at the latest state of the U.S. apparel manufacturing art at Convention Hall in Miami Beach, Fla., on June 18-21, as the American Apparel Manufacturers Association holds its "Panorama for Progress" trade show.

The management of the exhibition will make a special effort this year to attract large numbers of foreign buyers to Miami Beach, with interpreters available for overseas visitors and literature printed in four languages.

Eleven management seminars designed for executives at every level of corporate structure will be held during the June exhibit.

Write: American Apparel Manufacturers Association, 2000 K St., NW, Washington, D.C. 20006.

Cologne 'Photokina' plans 20th anniversary exhibition

Plans are already being made for the twentieth anniversary edition of the biennial "Photokina" world exhibition at Cologne, Germany, scheduled for Oct. 3-11, 1970.

Known as one of the foremost photographic exhibitions in the world, Photokina is planning many new features for its anniversary show.

The organizers of the international show, the Cologne Fair Authorities and the Association for the German Photographic Industry, report that interest in the next edition is high already, and they recommend that U.S. firms planning to participate indicate their interest early to the management.

Write: Messe- und Ausstellungs G.m.b.H., 5 Koln-Deutz, Cologne, Germany.

Big U.S. sales springboard, market attention, innovation seen reasons for instrument exporters' success

American companies' strategy studied in OECD survey; marked differences found with European policies, attitudes

U.S. scientific instrument makers use their big American market base as an effective springboard to world sales. They are firm believers in market research, market forecasting, and staying close to current customers. They are quick to exploit product innovations.

All this adds up to a record of success, according to a new survey by the Organization for Economic Cooperation and Development (OECD), the international agency that links 21 leading industrialized nations. The study, first in a series, is titled "Gaps in Technology Between Member Countries—Scientific Instruments."

The report was compiled by a group of independent experts from eight OECD member countries and by the OECD science affairs staff. They found marked differences in management policies and attitudes between U.S. and European firms in the industry and they noted the emphasis laid by big U.S. firms on carrying out a world-wide business strategy.

Over the last ten years, it was observed, the leading U.S. instrument companies, like the American computer firms, had developed not only sales networks but also production activities in many countries and trading areas. In contrast, European instrument companies had continued to rely on home-based production and the traditional method of exporting their wares. Only a few actually manufactured in the U.S. and none had production facilities in Japan.

Hence, in the view of the experts, the sensitivity of European and Japanese exporters to tariff restrictions and other trade barriers which American competitors operating internationally felt less.

Referring to the size of firms as one of the many complex factors at the root of differences in the growth and performance of instrument firms, the experts said that although size might not be as important in this field as in others, it was clear that a successful world-wide operation was dependent on a certain company size.

However, they also noted that apart from the big firms which accounted for a large share of the market, there were many small companies at work in the field and some of them were quite successful in their activities.

The size of the U.S. market and its associated research and development activities had certainly favored American instrument firms both in terms of company growth and rate of technical innovation, it was concluded. It was a fact, they reported, that the United States domestic market and its associated industry represented almost 50% of the total world market and world production capacities in this sector.

To some 200 pages of facts and figures on these and other issues such as R & D, patents, capital and procurement, the experts added a list of non-technical comments on the origins of the "gap" and management psychology. For instance, U.S. firms appeared, through subsidiaries and sales offices abroad, to maintain closer personal contacts with customers. They also paid more attention to complaints and suggestions.

Thus, they were able to produce what their customers really wanted in large production runs—with consequent effects on sales and profits. European firms seemed more inclined to produce technically sophisticated instruments, even though sales prospects might sometimes be limited.

Greater emphasis was seen placed by U.S. firms on detailed medium and long-term sales planning and technological forecasting. The experts noted in contrast a record of failure of some European firms in this work. They believed too that it was not without significance that Americans were also convinced market forecasters. This helped produce a climate where expansion and the desire to participate produced the predicted market patterns.

They also concluded that the part played by active market research might be an important factor in shaping the disparities between Europe and the United States. Two other issues, they noted with interest during the investigation, were American management's technical and entrepreneurial competence and the early recognition and material reward it gave to young employees with potential abilities. The experts added that a very different state of affairs still prevailed in most European member countries studied (Belgium, France, Germany, Italy, Sweden, U.K.)

However, in their overall conclusions they decided that, on the whole, no general or deeply-rooted disparities existed in the technology of scientific instruments between the European countries participating in the study, Japan and the U.S.

The fields where American technological leadership was apparent mostly concerned instruments related to electronics: electronic testing and measuring equipment, analytical instruments of the more modern types, incorporating electronic devices, nuclear instruments and modern process control equipment.

There were also differences in successful product innovation. While in some American firms up to 70% of new orders involved products less than five years old, the experts found no evidence of a similar level of performance among European firms. In their view this product innovation has played a significant part in the expansion of U.S. firms' sales.

Republic of China becomes 91st member nation of IFC

The Republic of China (Taiwan) on Jan. 15 signed the Articles of Agreement of the International Finance Corporation, the World Bank affiliate which assists member countries by helping to promote the growth of private enterprise in their economies.

China's subscription to the capital stock of the Corporation is 4154 shares with a total par value of $4,154,000. With the admission of the Republic of China, IFC's membership stands at 91 countries with total subscribed capital of $106,540,000. China became a member of the World Bank in December 1945.

EFTA had active year

Continued drive for free trade in non-agricultural goods; pushed European integration

The European Free Trade Association —consisting of the United Kingdom, the Scandinavian countries, Austria, Switzerland and Portugal—continued in the past year to promote free trade in non-agricultural goods among its members, participated in world-wide tariff reductions and remained alert to possible European Economic Community (EEC) initiatives that might facilitate European integration.

Discussions on European integration matters occupied much of the two EFTA Ministerial Meetings held during 1968 —in London in May and in Vienna in November.

Three EFTA members, Britain, Denmark and Norway, had submitted applications to join the European Economic Community in 1967, and some of the other members had declared their intention to seek some kind of association or arrangement with the Community.

In London the Ministers took note of the discussions within the EEC on the possibility of interim solutions, including trading arrangements, expressing their readiness to consider any constructive proposals that might be put forward.

This readiness was reaffirmed at the Vienna meeting of the EFTA nations, "providing that these proposals were in conformity with their international obligations." The communique also noted the decision of the EEC Ministers to examine all current proposals, in particular those for trading arrangements and technological co-operation, and expressed the hope that these initiatives taken within the EEC would soon result in common proposals by the Six.

Tariff reductions

The EFTA countries fully participated in the world-wide tariff reductions under the Kennedy Round. Like the United States, Austria, Portugal and Switzerland made one-fifth of their cuts on Jan. 1, 1968; Denmark, Finland, Norway, Sweden and the United Kingdom made a two-fifths reduction on July 1. During the year EFTA also offered to speed up the Kennedy Round cuts to assist the U.S. balance of payments if certain conditions were met.

The year 1968 was the second of virtually free trade in industrial products within EFTA. Under internal EFTA arrangements, Finland, an associate member following a slower timetable of liberalization, had removed its remaining protective tariffs and quotas on EFTA imports on Dec. 31, 1967, while Norway made a further 10% cut in tariffs on the few "sensitive" industrial products not already duty free for imports from EFTA.

At their London meeting the EFTA Ministers agreed that, so long as the establishment of a single European market remained out of reach, their cooperation in EFTA should be actively pursued. They decided on a work program designed (1) to improve still further the trading opportunities opened up by the Free Trade Association, (2) to define more precisely the provisions of the EFTA Convention, and, (3) to extend consultation within EFTA in a number of fields.

Important under the first point is a review of the EFTA rules of origin, and a new look at trade in agricultural goods and fish, particularly to consider what existing restrictions on trade in these products can be removed. Further efforts are being made to overcome non-tariff barriers to trade and to get rid of technical obstacles to the free flow of goods, such as different industrial standards.

The objective under the second point is to establish rules which will make it easier to decide what is and what is not unfair competition. An agreement was reached on the use of "government aids" in the free trade area, which took its place alongside the agreements previously reached on other EFTA rules of competition, such as the "rights of establishment" in EFTA, "restrictive business practices," and the "practices of public undertakings."

The third point in the work program —consultation—covers the relations of EFTA countries both with each other and with non-members. Among themselves, the EFTA countries are to enlarge their consultation on economic and financial policies. Externally, the EFTA Governments have now reaffirmed their intention of exchanging views on questions connected with trade relations with non-member countries.

The important Economic Committee of EFTA met twice during the year. In January it examined the probable effects of the 1967 devaluations of the pound sterling, the Danish kroner and the Finnish mark. It also considered the likely consequences on EFTA trade of U.S. measures to improve the U.S. balance of payments. In June it studied the results of the devaluations, reviewed recent developments in Portugal and the new Portuguese Development Plan, and developments in the price and incomes policies of members.

During 1968, the geographical area of EFTA was enlarged, at the request of Denmark, by the inclusion of the Faroe Islands. An application for membership was received in November from Iceland. This application will be considered by the Council in 1969.

Cooperation with Yugoslavia was continued by further meetings of the Joint Working Group.

In April, the Prime Ministers of Denmark, Finland, Iceland, Norway and Sweden considered further possibilities for closer Nordic cooperation within EFTA. Their discussions will be resumed early in 1969 on the basis of reports prepared by experts on various proposals, including a possible Nordic customs union.

The next Ministerial Meeting is scheduled for May at EFTA's new headquarters in Geneva.

New Eximbank facility aided six export transactions during 4th quarter of 1968

In the final quarter of 1968 the Export-Import Bank's $500 million Export Expansion Facility was applied to six transactions covering U.S. exports sold on deferred payment terms to four markets abroad. Eximbank's liability under these transactions amounts to $6.2 million. Commitments against the Bank's $500 million statutory limitation to the program were only $1.5 million, however.

U.S. exports assisted by the guarantees and insurance included automobile components valued at $3.73 million to Iran; $75,000 worth of textiles to Indonesia; textile machinery valued at $685 million to Pakistan; and trenchers, agricultural and construction equipment, and building materials and hardware worth a total of $1.71 million to Nigeria.

The Export Expansion Facility was implemented on July 31, 1968. For full details on the program, see INTERNATIONAL COMMERCE, Aug. 12, 1968.

EEC annual tariff quotas

(in metric tons)

CXT No.	Commodity	Duty	Total quota	Germany	France	Italy	Neth.	Belg.-Lux.	Reserve
48.01A	Newsprint	0%	750,000	495,000	108,000	3,750	89,250	54,000	None
76.01A	Unwrought aluminum	5%	130,000	66,000	3,000	15,000	9,000	18,500	18,500
73.02C	Ferro-silicon	0%	20,000	3,900	50	1,000	3,775	11,275	None
73.02D	Ferro-silico-manganese	0%	50,000	42,000	100	1,800	700	900	4,500
73.02E1	Ferro-chromium	0%	3,000	170	10	2,630	60	130	None
54.03B1a	Certain unbleached flax yarn	2.6%	500	253	5	7	5	5	225

EEC sets some 1969 import quotas; most are at same level as last year

They are quantity limits on duty-free imports or imports at lower rate; unwrought magnesium is alloted on basis of six-month installments

The European Economic Community recently adopted its 1969 tariff quotas for several commodities, which are listed in the above box. These are quantitative limitations of the amounts of duty-free imports or imports at a reduced rate of duty. With the exception of the increased ferro-silico-manganese quota, the other total tariff quotas are the same volume as those for 1968.

First installment

In addition to the items listed above, the EEC also alloted half of its 1969 import quota on CXT No. 77.01A: **unwrought magnesium.** The total allotment of 20,800 metric tons may be imported free of duty. This amount is to be divided into two six-month installments of 10,400 tons each. The first installment is divided into a) 900 tons of unwrought magnesium containing, by weight, not less than 99.8% of unwrought magnesium, apportioned as follows: Germany—560 metric tons, France—7.2, Italy—1.8, Netherlands—126, Belgium-Luxembourg—205; b) 9,500 metric tons of unwrought magnesium containing, by weight, less than 99.8% of unwrought magnesium, apportioned as follows: Germany—9,382.2 tons, France—19.95, Italy—20.9, Netherlands—19.95, Belgium-Luxembourg—57.

The decision on the second installment of the tariff quota will be made later in the year.

IDA, UNDP join forces to aid Pakistan water authority

In a joint operation, the International Development Association (IDA) and the United Nations Development Program (UNDP) are providing Pakistan with $3.9 million to assist in financing the employment of general consultants for the East Pakistan Water and Power Development Authority (EPWAPDA). The consultants selected are a consortium of three firms headed by Acres International of Canada.

EPWAPDA has already had the benefit of considerable assistance from the United States Agency for International Development. The immediate task of the new consultants will be to provide specialists to continue strengthening EPWAPDA.

EPWAPDA's work is divided between two "wings", one for water and one for power, under a central organization controlling both wings. The UNDP grant, amounting to $1.9 million, will finance the foreign exchange cost of employing management consultants to improve the management of the central organization, as well as the two wings, and consultants for the power wing for a two-year period; the World Bank will be Executing Agency for the UNDP. The IDA credit, of $2 million, will cover the foreign exchange costs of water consultants.

Dominican Rep. seeks firms to develop copper resources

Government sets forth conditions for prospective concessionaires

The Dominican Republic has announced that it will receive sealed proposals for exploitation of the Las Canitas copper resources until 1:30 p.m. Feb. 15. The Las Canitas concession is understood to consist of 24,474 hectares of potentially rich manganese ore.

The Special Commission, which has been organized to consider applications from interested companies, has set various minimum conditions for all prospective concessionaires. These include:

a) Payment—annual land tax per hectare of 10 centavos (approximately $.10) for first three years; 20 centavos for 4th thru 6th years; 40 centavos 7th thru 10th years; one peso ($1) for 11th year and beyond.

b) Income Tax at highest rate established in Dominican Republic Income Tax law.

c) No depletion allowances.

d) Work to begin within 90 days from signing contract.

e) Concessionaires to produce mineral concentrates within two years, and refined metal within three years.

f) Concessions may not be sold or transferred to third party.

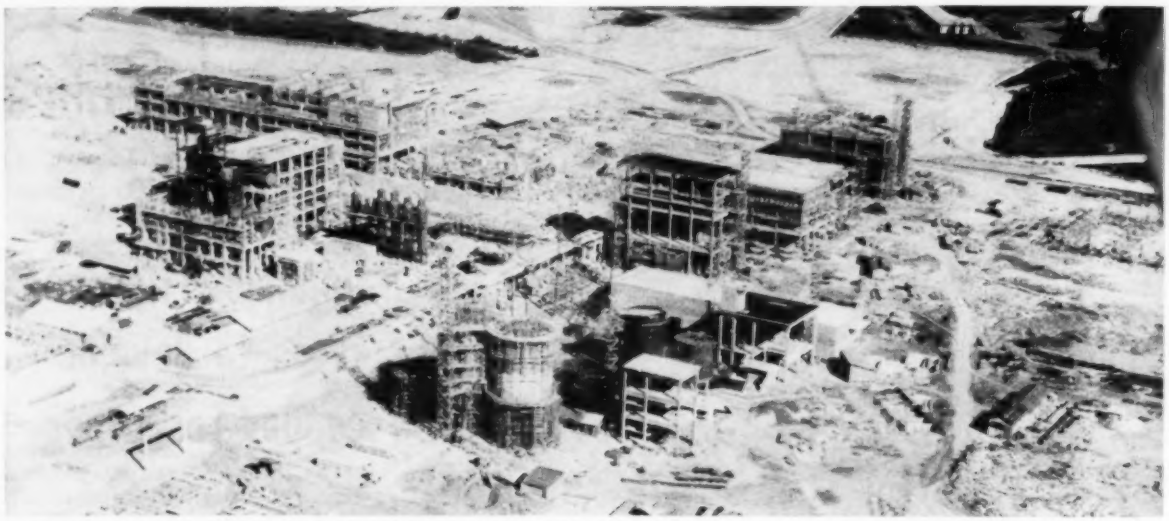
g) Concessionaire will invest minimum $30 million.

h) Performance bond required.

i) Necessary imported equipment and fuels are exempted from all taxes.

j) Concession lasts for 20 years, extendable by mutual agreement.

Companies desiring to submit bids or seeking further information should direct communications to Direccion Nacional de Mineria, P. Henriquez, Urenia 127, Santo Domingo, Dominican Republic.



IFC HAS MADE 11 COMMITMENTS TO BRAZILIAN PROJECTS. One of them is the kraft pulp and paper mill near Lajes which received $6.13 million.

IFC Brazil example spurs others to back development projects

The stamp of approval of the International Finance Corp., the World Bank affiliate which is charged with promoting private investment in the developing countries, is often enough to assure that a proposed project will receive the necessary financing from private international sources.

A recent commitment of the equivalent of $8.38 million by the IFC played a key role in raising the needed financing for a $61.5 million petrochemical project in Brazil. One of the largest private enterprise ventures in Brazil, this project is itself expected to generate $300 million in new investments by related industries over the coming ten years.

Since its foundation in 1956 as a catalyst to private development efforts throughout the world, the IFC has made eleven commitments to projects in Brazil, totaling a little less than the equivalent of $41.5 million. The total financing required for these projects amounted to $228 million. They are (IFC commitment, in millions of dollars, in parentheses): Siemens do Brasil Companhia de Electricidade, **electrical equipment** ($2); Olinkraft, S.A. Celulose e Papel, **pulp and paper** ($1.2); DLR Plastics do Brasil, **automotive parts** ($450,000); Willys-Overland do Brasil, S.A. Industria e Comercio, **motor vehicles** ($2.45); Companhia Miniera de Cimento Portland, **cement** ($1.2); Champion Celulose, **pulp** ($4); Acos Villares, **steel** ($4.96); Papel e Celulose Catarinense, **pulp and paper** ($6.13); Ultrafertil, S.A.—Industria e Comercio de Fertilizantes, **fertilizer** ($10.7); and Petroquimica Uniao, **petrochemicals** ($8.38).

World Bank, Swedish credit to aid Tunisian water development

A World Bank loan of $15 million and a Swedish credit equivalent to $5 million will assist Tunisia in implementing a projected national water supply development program.

The program, split into three projects, will increase and improve the supply of ground water in Tunisia's coastal regions. The salt content of most coastal ground water makes it unfit for human consumption and difficult to use even for irrigation.

Two of the projects will upgrade the supply of water in the most heavily populated and economically important regions of Tunisia—Tunis and the Sahel (Sousse). The third will meet the needs of the fast-growing resort areas of Nabeul and Hammamet.

The Tunis project provides for the construction of a 76-mile pipeline from the Oued Kasseb Dam to the outskirts of Tunis. This will almost double the supply of water to Greater Tunis and to 34 other centers along the pipeline and will satisfy demand until about 1982. The distribution system of Tunis will be extended and reconditioned. Some minor works to improve existing ground water supplies will also be included.

The Sahel project includes the development of ground water sources, a second pipeline supplying the coastal area, construction of sections of trunk pipelines serving 63 cities and municipalities, and rehabilitation and extension of distribution systems in Sousse, Kalaa Kebira, and Msaken. These works should meet the demand of this area until 1978.

The Nabeul-Hammamet project consists of new wells, reservoirs, and an interconnection between the distribution systems of the two cities.

Metering equipment will be installed in all systems to improve efficiency of operations and also to provide data on which to prepare for future expansion.

France modifies exchange controls for securities and merchandise transactions and tourist expenses

Moves implement controls which were reimposed on Nov. 25; both French tourists abroad and visitors to France affected

Several implementing regulations have been promulgated recently by the French Government concerning the exchange controls which were reimposed on Nov. 25. (INTERNATIONAL COMMERCE, Dec. 9, 1968). These new regulations concern tourist expenditures abroad, securities transactions, merchandise transactions abroad, and money changing for tourists.

Tourist expenditures. Recent modifications in the law governing tourist expenditures abroad have liberalized the relevant exchange controls. The annual limit for tourists traveling outside the franc area on one or several trips has been doubled to 1,000 francs. However, certain other modifications have been instituted including the requirement that travelers carry record books, called *carnets de change*, which are obtainable from banks and show all foreign exchange transactions. Within the 1,000-franc yearly allocation, up to one-half may be taken out in the form of foreign banknotes and the remainder must be in travelers checks, bank checks, and bank drafts. In addition to this permissable annual limit, each person is also allowed to take out of the country 200 francs for each trip.

The regulations are more lenient for business travel. A daily maximum has been set as 200 francs with the total outlay not to exceed 2,000 francs per trip for Western Europe and the Mediterranean area. These exchange ceilings are increased to 300 francs and 3,000 francs respectively for all other destinations.

Any French traveler also benefits from the fact that the cost of transportation is not deducted from the traveler's allowance. However, all other expenses, such as hotels, are counted against the total. In addition, the use of credit cards abroad by French residents is forbidden.

Securities transactions. The French Government has set forth the exchange control regulations now bearing on transactions in French and foreign securities by both residents and non-residents of France.

The main purpose of the regulations is to prevent residents of France from increasing their investments in foreign securities above the level reached when the exchange controls were reimposed. Secondly, the regulations have been devised to forbid resident investors from selling either their foreign securities or the proceeds therefrom to other residents who would like to invest in foreign securities.

One means of achieving these objectives is by stipulating that foreign currencies bought on the exchange market by French residents may not be utilized for purchasing either French or foreign securities abroad. The purchase of securities may be financed only through the proceeds from sales of other securities held abroad. Such purchase transactions must take place within one month of the previous sale, or the proceeds must be converted into francs at the official rate. Otherwise, residents holding French or foreign securities abroad may maintain these holdings in *status quo*.

Who can hold securities

On the other hand, foreign securities held in France by residents must be deposited with an authorized bank; whereas non-residents may place their French foreign securities in a non-resident account upon documentation that the securities were acquired in France before Nov. 25. Only French securities, not foreign securities, held in non-resident accounts may be sold on the French stock exchanges.

Finally, the exportation of any securities held in France is strictly forbidden to residents and non-residents alike.

Merchandise transactions. Another regulation of the French exchange controls sets forth the procedures governing merchandise transactions abroad, which are transactions involving French purchases in one country and sales of such purchases to another country, in which the goods do not enter or exit French or franc area customs. The Finance Ministry circular permits these transactions by specialized companies which have received prior agreement from the French customs administration. The acquisition of forward exchange is permitted for such transactions, but the financing must be done only through authorized French banks, and bank facilities in foreign countries may not be used.

Tourist money changing. In another move in the direction of easing these regulations slightly, the Bank of France has been given authority to designate persons or enterprises in France (other than authorized banks) which will be permitted to accept foreign exchange in payment for goods or services. This facility is, in practice, designed to assist institutions which are heavily dependent on tourist business, such as hotels and restaurants, to receive payment in foreign currency, or change foreign currency into francs for their customers.

Germany opens import quota on fresh fruit, vegetables for industrial processing only

The Federal Republic of Germany has announced an import quota for fresh fruits and vegetables for industrial processing only, from several countries including the United States, according to the *Bundesanzeiger* No. 229 of Dec. 7, 1968. The list of fresh fruits and vegetables includes the following: tomatoes, garlic, onions, asparagus, artichokes, cauliflower, Brussels sprouts, red, white and savoy cabbage, spinach, carrots, green beans, peas, cucumbers, parsley and stalk celery, lemons, oranges, satsumas, mandarines, clementines, apples and pears other than for cider, apricots, peaches, cherries, plums, and strawberries.

Application for licenses may be filed without stating quantities or values until the (undisclosed) value limit is reached, but not later than Dec. 30.

The long duration of the quota and the fact that no quantity or value statements are required indicates a quasi-liberalization, but limited to processing uses. Imports of the above-listed fruit and vegetables for fresh consumption have been either *de jure* or *de facto* liberalized or import licenses are freely granted either automatically or on special request.

Most of the fresh products must meet the EEC quality requirements for fresh fruits—laid down in the General Market Order for fresh fruit and vegetables—and are subject to national sanitary requirements. Plant protection regulations must also be observed.

Commerce simplifies regulations on exports of U.S. technical data

Three licenses formerly required are now consolidated into two; validated license no longer needed for patent filings in E. Europe

Extensive changes have been made to simplify and clarify U.S. export regulations affecting exports and reexports of technical data. The revisions became effective Jan. 17.

The three general licenses formerly providing for exports of technical data have been consolidated into two new general licenses.

A new General License GTDA (Technical Data Available to All Destinations) has been established incorporating new provisions to permit the foreign filing of patent applications, as well as other provisions covering substantially the same types of exports formerly authorized by General Licenses GTDS and GTDP. The note interpreting the coverage of General License GTDP has been eliminated. As its name indicates, General License GTDA is available for shipment of certain types of technical data to all destinations.

The other new general license is General License GTDR, Technical Data under Restriction. Subject to its specific restrictions, this General License authorizes exports of some additional types of technical data that may not be exported under General License GTDA. Exports that do not meet the conditions of either General License GTDA or GTDR will require a validated license.

It is no longer necessary to obtain a validated license to file a patent application in a Communist country, provided the same patent application has been filed in an "early publication" country.

The provisions of the new General License GTDA include exports of technical data made available to the public by means of filing an application for a foreign patent in an "early publication" country, which include Belgium, Costa Rica, Ecuador, Honduras, Iceland, Jamaica, Luxembourg, Netherlands, Nicaragua, Panama, Portugal, Trinidad, Turkey, Union of South Africa, Uruguay, and Venezuela. Such foreign patent application must be filed in accordance with the regulations of the U.S. Patent Office to be eligible for export under the provisions of General License GTDA.

The provisions requiring that a validated license and a Shipper's Export Declaration covering an export of technical data be presented to the Customs Office have been rescinded. Instead, when the license, used fully or partially, is returned to the Office of Export Control or when a reexport is completed, a report on the completed transaction shall also be submitted. This report shall include the price received or to be received for any data sold to Country Group W or Y.

The provisions in the Export Regulations for voluntarily soliciting the advice of the Department of Commerce regarding proposed exports of technical data have been found to be no longer useful and have been deleted. Exporters are always welcome, however, to submit to the Office of Export Control any questions regarding the Export Regulations.

Copies of these regulations may be inspected at all Department of Commerce Field Offices, at all Customs Offices, and at the U.S. Department of Commerce, 14th St. and Constitution Ave., Room 2226, Washington, D.C.

Sweden wants U.S. industrial furnaces, BDSA report says

Air pollution regulations should boost market for control equipment

The growth of the iron, steel, glass and ceramic industries in Sweden holds promise of a good market for American-made industrial furnaces, according to a U.S. Department of Commerce study of "The Market for Industrial Heating Equipment in Sweden, 1961-67."

The study was prepared by the Department's Business and Defense Services Administration (BDSA) as part of the Commerce Overseas Business Reports series designed to encourage American businessmen to sell abroad. It notes:

► Swedish steel mills plan to increase output at a rate of about $100 million a year over the next five years;

► Manufacturers of glass jars, bottles and household ceramics, now in the process of expanding, want more sophisticated equipment with improved automation and temperature control. The large Swedish forge shops have shown considerable interest in U.S.-made furnaces;

► Government regulations on air pollution are expected to contribute to the market for equipment designed for pollution control.

The study gives statistics on Swedish production, imports and exports of industrial heating equipment; types and capacity of operating furnaces; and production of pig iron, steel, iron castings, glass, brick, tile and ceramics.

The report is available at 15 cents a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402 or through any of the 42 Field Offices of the Commerce Department. The Overseas Business Reports series is available on subscription at $16 a year from the same sources.

U.K. pleased by results of export promotion drive during 1968 in Denmark

The United Kingdom's export promotion program in Denmark last year was highly successful, according to Danish press reports. Ten "British Weeks"—each featuring a different product group—were mounted during the spring and summer of 1968. The intensive program culminated in a major British Technical Fair in June.

British exports to Denmark of motor vehicles, automobile trailers, footwear, and other consumer items improved markedly as a result of the program, according to a British Government spokesman in Copenhagen. Sales of British "caravans" (motorized campers) are estimated to have increased by 16% in 1968, partly because of the successful "Caravan Week." Passenger car and truck sales were also stimulated. Motor vehicles are the largest single group of British exports to Denmark.

The British Technical Fair—highlight of the program—was mounted at Bella Center in Copenhagen last June. According to preliminary reports, immediate sales topped $3 million while projected sales were estimated at $12 million. Of the 120 participating firms, 97 reported that they were very satisfied with the results and planned to expand sales operations in Denmark and elsewhere in Scandinavia.

The United Kingdom currently is Denmark's third largest supplier following Germany and Sweden. It is Denmark's principal export market.

U.S. licensees sought to produce goods of four Western European companies

Products offered include golf club holder and cart, scrap yard machinery, industrial mixers, window defrosting system and cosmetics

Manufacturers in Germany, England, France and Switzerland are seeking U.S. licensees to produce and distribute their products in the United States.

Products offered are a golf club holder and cart, scrap yard machinery, industrial mixers, window defrosting system, and cosmetics.

For additional information and the name and address of the firm, **write:** Office of International Investment, code 874, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to the appropriate File number assigned each opportunity listed below.

● A West German company is seeking a U.S. licensee to manufacture its recently developed portable hydraulic press used for crushing discarded automobiles.

The three-cylinder, diesel powered press folds a car body in the middle, and reduces it to a compact package. The press can be transported easily on a truck trailer, and can be operated on any flat and solid surface.

The company is also willing to grant licenses for other types of scrap yard machinery which it manufactures. **File 1708.**

● A West German company is seeking a U.S. licensee to manufacture its patented, portable, golf club holder.

A basic part of the holder is a hollow tube, shaped like an inverted "U". This inverted "U", which resembles a slightly distorted loop, has running up its left leg, in pairs, six to 14 tubes into which golf clubs can be snugly placed. Each of these tubes is about the length of the hand grip of a club. At the top of the loop is a hand grip or handle for carrying the holder and clubs. On the right leg of the loop the manufacturer has placed clips which hold the clubs secure and prevent the club heads from knocking together. At the foot of each leg of the loop are prongs which fit into the ground. The design of the holder causes the clubs to be positioned like a group of rocket launchers for ease of club identification and handling.

The holder can also be equipped with an axle and a pair of wheels, the mounting of which is simple. A seat is a part of some of the holders, to allow the golfer to rest while waiting his turn. **File 1709.**

● A British company is seeking a U.S. licensee to produce its patented industrial mixers.

These mixers, which are manufactured in 13 different sizes, are cone shaped; a screw device inside the cone performs the mixing process. One type of mixer has vertically mounted motor and gear units at the base of the cone for driving the screw; and the other has a horizontally mounted screw drive unit. A special unit can be manufactured for mixing or drying under vacuum.

These mixers with highly efficient, but gentle mixing action, have capacities of from 1.8 to 350 cu. ft. The mixers are used in many industries, including plastics, cosmetics, pharmaceuticals, confectionery, cattle feed, fertilizer, fish meal, insecticide, and metallic oxide. **File 1710.**

● A French inventor is offering to a U.S. licensee his patented defrosting system.

The defrosting system consists of windows made of two sheets of glass with an air space in between; the air in the space is circulated, heated, cooled and dried.

The invention is especially designed for airport control towers, shop, office and home windows, and for windshields. **File 1711.**

A license to manufacture a complete line of beauty preparations is offered a U.S. firm by a Swiss cosmetic company. The Swiss firm, whose products include beauty, nourishing and cleansing creams, beauty milk, anti-wrinkle cream and a preparation for treating acne, would also consider joint venture arrangements.

According to the company, its preparations containing vitamins, are manufactured from the purest raw materials to ensure safety and suitability for the skin and are pleasantly perfumed with only volatile oils, which have been tested for their dermatological quality. The anti-wrinkle cream, for example, contains in addition to vitamins A, E, and F, new ingredients developed to restore elasticity to facial tissues and smooth away wrinkles. The firm's cleansing cream has a pure lanolin enriched base and is suitable for tender, sensitive skin. This cream may be used as a normal cleanser and for removing make-up. **1491-R.**

Investment Assistance

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations published in the Federal Register for Jan. 3, as amended.

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. A (*) following the name of the foreign firm indicates that additional information is available from the above address.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington, D.C. 20230 or the nearest Department of Commerce Field Office.

German firm seeks licenses for glass making machinery

Licenses for the manufacture of glass working lathes and/or other machinery, tools, and accessories for the manufacture of glass instruments and apparatus for use in science, research, and industry as well as for general laboratory applications are sought by medium-sized German manufacturer of glass processing machinery and equipment.

Write: Boepple & Co., K.G., 6300 Giessen, Postfach 128, West Germany. WTD.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $4.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

019 Miscellaneous agriculture

ENGLAND—Tropical shrubs; houseplants. Jan Van Der Zalm (importer, distributor, manufacturer), Millstream, Fielden Rd., Crowborough, E. Sussex. WTD 12/68.

202 Dairy products

AFGHANISTAN—Powdered milk. Quote prices c.i.f. Karachi, insurance up to Kabul. Indo-Afghan Trading Co. (importer, exporter, distributor), P.O. Box 169, Kabul. WTD 12/68.

203 Canning, preserving foods

SWITZERLAND—All kinds of canned, dried, dehydrated, frozen fruits, fruit juices, vegetables, fish, sea foods. Requests replies in French or German.

Wyro Engroshandel (exporter, agent), Hoflistrasse 46, 8135 Langnau am Albis. WTD in preparation.

209 Food preparations

MALAWI—Yeast, for distilling of liquor. Pack sizes 25-100 lbs. Prices in £ sterling, c.i.f. Beira requested.

Contact Malawi Distilleries Limited (distillery), Industrial Sites, P.O. Box 924, Blantyre. WTD 1/69.

222 Broad woven fabric mills, manmade fiber, silk

AFGHANISTAN—Polyester, cotton suiting fabrics; other synthetic fabrics. Quote prices c.i.f. Karachi, insurance up to Kabul. Indo-Afghan Trading Co. (importer, exporter, distributor), P.O. Box No. 169, Kabul. WTD 12/68.

228 Yarn, thread mills, products

ENGLAND—Cotton yarn in quantities of up to 50 tons per annum. Geerpress Europe Ltd. (manufacturer), 15 Ronald Close, Kempston, Bedford, Bedfordshire. WTD in preparation.

229 Textile goods

SWITZERLAND—All kinds of twisted jute, similar textile packing materials; novelties. Direct purchase and agency. Baer AG (exporter, agent), Voltastrasse 111, 4000 Basel. WTD in preparation.

232 Men's, youths', boys' furnishings, work clothing

AFGHANISTAN—Cotton, nylon dress shirts. Quote prices c.i.f. Karachi, insurance up to Kabul. Indo-Afghan Trading Co. (importer, exporter, distributor), P.O. Box 169, Kabul. WTD 12/68.

MALAWI—Men's, boys', sport clothing: soccer, athletic, grass hockey, camping, bowling, golf; team sets; all qualities, including seconds, close-off lines. Samples, catalogs, quotes in £ sterling requested. Nu-Ways Agencies (retailer), P.O. Box 292, Blantyre. WTD 1/69.

233 Women's, misses', juniors' outerwear

MALAWI—Sets of team sports dresses, for grass hockey, netball; tennis outfits. Catalogs, samples, prices in £ sterling requested. Nu-Ways Agencies (retailer), P.O. Box 292, Blantyre. WTD 1/69.

239 Fabricated textile products

MALAWI—Tents, two and four-man; duffle bags; sleeping bags; canvas camp goods; awnings, beach umbrellas; include seconds, close-off lines. Samples, catalogs, prices in £ sterling requested. Nu-Ways Agencies (retailer), P.O. Box 292, Blantyre. WTD 1/69.

SWITZERLAND—Bedspreads, bed sets, quilts, mattress pads, similar house furnishings. Direct purchase and agency. Reforma-Rheumalind AG (manufacturer, distributor), Barlenstrasse 347, 4122 Neuallschwil. WTD 1/69.

251 Household furniture

MALAWI—Camp, beach, and garden furniture, equipment; including close-off lines. Catalogs, prices in £ sterling requested. Nu-Ways Agencies (retailer), P.O. Box 292, Blantyre. WTD 1/69.

264 Converted paper, paperboard products

PHILIPPINES—Paper, paper products including parchment, tracing, printing paper, other stationery, school, office supplies. Pru-

dence Merchandising (importer, wholesaler, retailer, manufacturer), 228 San Vicente St., Binondo, Manila. WTD 12/68.

SWITZERLAND—Pressure sensitive tapes for photographs, stereotype matrices, masking tapes. Direct purchase and agency. Georg Schiess (importer, distributor), Predigergasse 7, 8001 Zurich. WTD 12/68.

TAIWAN—Wallpapers, other decorative wall-coverings. Direct purchase and agency. International Wallpapers Co., Ltd. (importer, agent), 74 Hsining South Rd. (3rd Floor), Taipei. WTD in preparation.

276 Manifold business forms manufacturing

GERMANY—Continuous business and office forms; carbonized, carbonless. Spezialdruckerei Wilhelm Staeudle KG (importer, manufacturer), 711 Oehringen, Haagweg 11. WTD 6/68.

281 Industrial chemicals

BRAZIL—Caustic soda. Sociedade Anonima Magalhaes Comercio e Industria (importer, distributor), Rua Torquato Bahia, 3, Caixa Postal 114, Salvador, Bahia. WTD 12/68.

287 Agricultural chemicals

● **DOMINICAN REPUBLIC**—Gesapax® or similar 70,000 lbs., 2,4-D/Amino 82,225 gals. (6 lbs.); Karmex® or similar, 30,000 lbs.; Dowfax® or similar, 5,172 gals.; Dowpon® or similar, 26,535 gals. Quality certificate covering each shipment, cost and freight quotations for discharge at Haina, Santo Domingo, Boca Chica or San Pedro De Macoris. All deliveries from March-April 1969. Bid deadline Feb. 11. Board of Directors Consejo Estatal Del Azucu, Centro De Los Heros, Santo Domingo. Chemicals Division, BDSA-665, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-3910).

291 Petroleum refining

AFGHANISTAN—Lubricating oils for heavy duty trucks. Haji Abdul Khaliq S/O Haji Abdul Ali (importer, exporter, wholesaler), Darwaz-i-Herat, Kandahar. WTD 12/68.

299 Products of petroleum, coal

TAIWAN—Cutting oils, metal working fluids. Direct purchase and agency. Rayking Trading Co., Ltd. (importer, agent), 41-2 Han Chung St., Taipei. WTD in preparation.

302 Rubber footwear

MALAWI—Tennis, basketball, grass hockey, athletic boots, shoes; all qualities, including seconds, close-off lines. Catalogs, samples and prices in £ sterling requested. Nu-Ways Agencies (retailer), P.O. Box 292, Blantyre. WTD 1/69.

306 Fabricated rubber products

MALAWI—Hold-all bags; play-balls; bathing caps; raincapes; swimming aids; inflatable air mattresses; ground cloths. Catalogs, samples, prices in £ sterling requested. Nu-Ways Agencies (retailer), P.O. Box 292, Blantyre. WTD 1/69.

307 Plastics products

AUSTRIA—Plastic bottles for medical supplies (blood plasma, sugar, sole infusions); transparent, acid-proof, heat resistant up to 180 C; capable of refrigeration to 6, 12, 20 C below zero, two-way liter-centiliter scale, groove for tape suspension, screw top, outer diameter of neck 13, 20, 37 mm (old Scandinavian standard); plastic bottles (for penicillin, other items), sizes 1½ to 30 cm^3, 50 to 250 cm^3, outer diameter of neck 20 mm; infusion bottles sizes 50 to 1000 cm^3, outer diameter of neck 37 mm. Direct purchase and agency. Dipl. Ing. Alfred Koerting, Inhaber Dr. Andor Papp (importer, distributor, manufacturers' agent), Leibenfrostgasse 8, A-1040 Vienna. WTD 1/69.

Plastics products for use by do-it-yourself workers. Direct purchase and agency. Taurisca Holzgrosshandelsges. Dr. Resel & Co. (wholesaler, retailer), Bruennerstrasse 125, A-1210 Vienna. WTD 1/69.

GERMANY—Plastic toys. Wolfram Vollmer (importer, manufacturer), 7 Stuttgart-Zuffenhausen, Porschestrasse. WTD 6/68.

● **PAKISTAN**—PVC and Asbestos Cement Water Pipe (see also SIC-329). Bids are requested for 700,000 lineal feet of PVC water pipe in diameters from ¾" to 24", and for 460,000 lineal feet of asbestos cement water pipe in diameters from 4" to 24", together with necessary fittings, valves and jointing materials, by Chittagong Water Supply & Sewerage Authority, 67 Panchalaish Residential Area, Chittagong, East Pakistan. Bids due by 10 a.m. Feb. 26. Delivery within 270 days. Contract No. CW2-68. Copies of tender may be obtained from purchaser (cable address: WASACH, Chittagong).

Tender available for *review only* in the Chemicals Division, BDSA, Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-3512), and *for review only* in Foreign Operations Division, Ralph M. Parsons Co., 617 W. 7th St., Los Angeles, Calif. 90017.★ (Telephone: 213-629-2484).

SWITZERLAND—All kinds of soft plastic packing materials; novelties. Direct purchase and agency. Baer AG (exporter, agent), Voltastrasse 111, 4000 Basel. WTD in preparation.

Little things make the difference

"Quite often the difference in being successful and not being successful in a foreign market is that the successful firm is aware of and paying attention to the little things.

"These can be:

"Handling all overseas correspondence as quickly as possible:

"The ability to be understood in writing;

"Making certain that the sales literature and technical bulletins are in the language of the country;

"And tailoring the product to the customer's needs.

"To be successful in international trade takes more than a product and a desire to sell it. Often it is these little things that can make the big difference in overseas marketing."

—V. J. Borland, Export Manager, Quaker State Oil Refining Corp.

329 Asbestos products

● **PAKISTAN**—PVC and Asbestos Cement Water Pipe (see also SIC-307). Bids are requested for 700,000 lineal feet of PVC water pipe in diameters from ¾" to 24", and for 460,000 lineal feet of asbestos cement water pipe in diameters from 4" to 24", together with necessary fittings, valves and jointing materials, by Chittagong Water Supply & Sewerage Authority, 67 Panchalaish Residential Area, Chittagong, East Pakistan. Bids due by 10 a.m. Feb. 26. Delivery within 270 days. Contract No. CW2-68. Copies of tender may be obtained from purchaser (cable address: WASACH, Chittagong).

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331 Steel mill products

BRAZIL—Barbed wire. Sociedade Anonima Magalhaes Comercio e Industria (importer, distributor), Rua Torquato Bahia, 3 Caixa Postal 114, Salvador, Bahia.

● **CEYLON**—Galvanized sheets, 3500, to B.S.S. 2989 (1958), group 2, class D, 8 feet by 48 ins., gauges 13, 18 and 22. Tender for the Supply of Galvanized Steel Plain Sheets; bid deadline Mar. 25. The Government Stores Department, Colombo. Copies of tender notice available from Commercial Secretary, Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C. 20008.

MALAWI—Steel cut flooring nails, four-sided, tapered. C.i.f. prices in £ sterling requested. J. S. Kanabar Ltd. (retailer), P.O. Box 10, Victoria Ave., Blantyre. WTD 7/68.

SWITZERLAND—Stainless steel sheets, strips hot rolled finish 1, cold rolled finish 2B in types 304, 304 L, 316, 316 L, 321. Courvoisier & Co. AG (exporter, agent), Route de Gottstatt 24, 2500 Bienne. WTD 12/68.

335 Rolling, drawing, extruding of nonferrous metals

SWITZERLAND—All kinds of nonferrous metals in form of wire, cable, bars, strips, sheets. Dipl. Ing. M. Maier & Co. (exporter, agent), Bahnstrasse 60, 8105 Regensdorf. WTD 12/68.

342 Cutlery, handtools, general hardware

AUSTRIA—Special hand tools, hardware; particularly furniture hardware, for do-it-yourself workers. Direct purchase and agency. Taurisca Holzgrosshandelsges. Dr. Resel & Co. (wholesaler, retailer), Bruennerstrasse 125, A-1210 Vienna. WTD 1/69.

IRAN—Motor, relays for automatic garage doors. Mr. Reza Malekzadeh (importer), 19 Kuche Kiani, North Kheradmand St., Tehran. WTD 1/69.

344 Fabricated structural metal products

BRAZIL—Six heat exchangers, cast aluminum, described with No. 10,109, model HX5. Proposals should mention materials, net weight, f.o.b. price, sea freight, delivery date, payment conditions. Companhia Paulista de Estradas de Ferro (government owned railroad), c/o Chefe do Departamento de Materiais, Jundiai, State of Sao Paulo.

GERMANY—Patio type sliding doors made of ferrous, nonferrous metals. Duscholux GmbH (distributor, manufacturer, retailer), 68 Mannheim, U 3 21-22. WTD 12/68.

353 Construction, mining, materials handling machinery, equipment

● **INDIA**—Four steel cord belt conveyors of a total length of 1200 meters. Tender documents available from India Supply Mission, 2536 Mass. Ave., NW., Washington, D.C. 20008. Tender fee $3.25 payable in advance. Tender No. PUR/BP/485/68. Bid deadline Mar. 13.

354 Metalworking machinery

● **CEYLON**—Machinery, accessories, and equipment for the manufacture of forged agricultural implements to produce 500,000 hoes annually. Bid deadline Mar. 5, on payment of Rs. 250 (Rs. 5.95 = $1). Tender document without drawings can be obtained from Metalworking Equipment Division, BDSA-649, Room 4208, Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2723).

FRANCE—Portable pneumatic hand tools, riveting machines for concealed rivets. Direct purchase and agency. Holtzer & Cie. (importing wholesaler, distributor), 32 Route des Romains, 67 Strasbourg-Koenigshoffen. WTD 5/68.

GERMANY—Power driven hand tools, including parts, attachments, particularly for working with plastics, but also for metal, wood working. Mafell Maschinenfabrik Rudolf Mey KG (importer, manufacturer), 7239 Aistaig/Neckar, Postfach 21. WTD 12/68.

● **SUDAN**—One hydraulic wheel press to handle up to 36" dia. wheels. Tender No. 4037, bid deadline Feb. 18. Controller of Stores, Sudan Railways, P.O. Box 65, Atbara.★ (Telephone: 202-967-5652).

● **VIET-NAM**—The Vietnamese Government has extended the bid deadline for a rod mill, Tender No. 4050/NSDA/544, to Feb. 15. (INTERNATIONAL COMMERCE, July 1, p. 32).

355 Special industry machinery

BAHRAIN—Various types of plastics moulding machinery; interested in acquiring new and advanced ideas for plastics application. Mr. Rashid Zayani, Managing Dir., Gulf Plastic Industries (importer, manufacturer), A Division of A. A. Zayani & Sons, P.O. Box 32, Manama. WTD 9/67.

● **BURMA**—Supply of various rolls for paper machine, including breast rolls, wire rolls, other related items of varying sizes and quantities. Tender No. 20(T) PF&CIB (68-69)/704, bid deadline Feb. 15. Revolutionary Government of the Union of Burma, Paper Factory and Chemical Industries Board, Union of Burma Applied Research Institute Building, Yankin P.O., Kanbe, Rangoon.★ (Telephone: 202-967-5585).

HONDURAS—Used machinery for manufacture of brake linings. J. Ruben Lainez P., Menco (manufacturer), Apartado Postal No. 93, Comayaguela, D.C. WTD in preparation.

● **INDIA**—Complete equipment for sectional and patch work repairs of various sizes of tires and tubes. The outfit should include: re-

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

Information and advice is available from these offices on: foreign markets for U.S. products and services, economic facts on foreign countries, firms with marketing facilities in foreign countries, trade and investment opportunities abroad, Government financing aid to exporters, foreign exchange regulations and procedures, export and import statistics.

ALBUQUERGUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 843-2386.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Bldg. Area Code 907 Tel. 272-6531.

ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803 Tel. 577-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Area Code 304 Tel. 343-6181 Ext. 375 and 376.

CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216 Tel. 522-4750.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER, COLO., 80202, 16419 Federal Bldg., 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Area Code 808 Tel. 546-5977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713 Tel. 226-4231.

JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904 Tel. 791-2796.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 710 Home Federal Bldg., 147 Jefferson Ave. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414 Tel. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612 Tel. 334-2131.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza, Foley Sq. Area Code 212 Tel. 264-0634.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Bldg., 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 S. State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 8021 Federal Office Bldg., 909 First Ave. Area Code 206 Tel. 583-5615.

pair molds, tire spreaders, tire buffing units, other related items. Tender No. D/ENQ/2620, bid deadline Mar. 12. The Chief Purchase Officer, Beas Purchase Organization, Talwara Township, Distt. Hoshiarput (Punjab).★ (Telephone: 202-967-5585).

IRAN—Blasting, painting, baking machinery for manufacture of colored window glass. Mr. Reza Malekzadeh (importer), 19 Kuche Kiani, North Kheradmand St., Tehran. WTD 1/69.

KOREA—Shot blasting machine for nonferrous materials, 7.5 hp, 380 kg/min shot grit. Requests catalogs, quotations. Bando Trading Co., Ltd. (importer, exporter), I.P.O. Box 1899, Seoul. WTD 9/68.

PHILIPPINES—Printing machinery, spare parts; offset type. Prudence Merchandising (importer, wholesaler, retailer, manufacturer), 228 San Vicente St., Binondo, Manila. WTD 12/68.

SWITZERLAND—Commercial, institutional meat, vegetable processing machinery, similar machinery for canning industry. Direct purchase and agency. Therma AG Grosskuchen (manufacturer, distributor), Attn: Mr. Haug, Zurcherstrasse 125, 8952 Schlieren. WTD 12/68.

● **VIET-NAM**—Design, testing before shipment, transport to Saigon, detailed planning of factory, erection and guidance for test operation of: 70 sets of weaving looms with accessories; 30 sets of side dobby apparatus; and recommended spare parts and extra apparatus. Bid deadline Feb. 15.

● Design, manufacture, testing before shipment, instruction in operation of 72 automatic shuttle change looms. Quotation also asked for 72 semi-automatic looms without automatic shuttle change system. Tender No. 4245/NSDD/588, bid deadline Feb. 15.

● Design, manufacture, pre-shipment testing, transport to Saigon, erection, guidance for test operation of machinery and equipment for manufacturing 24 thousand cu/m concrete panels annually. Tender No. 4198/NSDA 567, bid deadline Feb. 28.

Correspondence on above three tenders should be sent to: Industrial Development Center (IDC), 40-42 Nguyen Hue Blvd., B.P. 336, Saigon.★ (Telephone: 202-967-5585).

YUGOSLAVIA—Seventeen various machines for manufacturing of cotton wool, gauze. S1. list 53; B 964. Deadline Mar. 24. Masino-Impex (importer), Export-Import, Varsavska 9, Zagreb. WTD in preparation.

Offset presses, printing machinery, film developing, reproduction, bookbinders' machinery, machinery for manufacturing paper cups and ribbons, corrugated box machinery, densitometers. S1. list 53; B 1525. Deadline Mar. 24. Grafoimpex (business associates), Sektor uvoza, Zagreb, Brescenskog 4. WTD 3/68.

Packaging machinery for milk in cartons (one liter), automatic machinery for filling, capping of cups. S1 list 53; N 573. Deadline Mar. 24. Offers in five copies requested. Tehnometal, Export-Import (importer), Temerinska 12, Novi Sad. WTD 2/68.

Production line for radial car tires. S1. List 55; B 1370. Deadline for submission of offers Mar. 30. Offers requested in six copies. Jugolaboratoria, Export-Import (importer), Beograd, 7 Jula 44. WTD 2/68.

Sixteen jacquard looms with parts, attachment. S1. list 55; B 1371. Tekig-Invest (importer), 7 Jula 9, Beograd. WTD 8/68.

Twenty-six various woodworking machines such as parquet machines, chain saw, sawmill machines, drills, drying plant, pneumatic transporter. S1. list 55; B 1374. Deadline Mar. 30. Jugoelektro (importer), Beograd, Knez Mihailova 33. WTD 3/67.

356 General industrial machinery

AUSTRIA—Machinery, apparatus for opticians. Direct purchase and agency. A. Schmied K.G. (importer, wholesaler, manufacturer, manufacturers' representative), Hasnerstrasse 9, A-4020 Linz/Donau. WTD 1/69.

ENGLAND—Liquid and air filtration equipment; swimming pool equipment; pumps; flow control equipment; liquid handling equipment. Barflo Ltd. (distributor, manufacturer), 56 Cavendish Place, Eastbourne, Sussex. WTD 12/68.

FRANCE—Portable hydraulic power pumps, motors. Direct purchase and agency. Holtzer & Cie. (importing wholesaler, distributor), 32 Route des Romains, 67 Strasbourg-Koenigshoffen. WTD 5/68.

GERMANY—Ventilating, blowing, exhaust fans for general industrial, commercial use. Duscholux GmbH (distributor, manufacturer, retailer), 68 Mannheim, U 3, 21-22. WTD 12/68.

PAKISTAN—Catalogs, quotations for small gas fired lime kiln (capacity 20 tons of limestone per hour), crusher for limestone, sizing equipment. Kiln will be fired by local methane gas. Frank L. Turner, Senior Advisor, East Pakistan Small Industries Corp. (semi-government agency), P.O. Box 180, Ramna, 105/106 Motijheel Commercial Area, Dacca-2. Cable: EPSIC, Dacca.

Valuable series

Which overseas markets have been good customers for products like yours, so that you can select those that show best future potential?

An excellent place to start your investigation is the U.S. statistics on exports—the Census Bureau's FT-410 series, which shows exports, by commodity, to country of destination.

From these monthly reports, you can learn which of some 169 countries have bought any of more than 3,000 U.S. products. By checking U.S. exports of your products for three or four years, you can determine which countries have been the largest and most consistent markets. In some instances, the FT-410 statistics will also give you an indication of the average price for your product in a given market.

"Introductory Guide to Exporting," published April 1968 by U.S. Department of Commerce

Four electric driven high lift and four electric driven low lift water pumps, complete with motors, electric switchgear, and 20 electric driven and five combination diesel and electric driven vertical turbine deepwell pump units complete with motors. Tender No. DW 3-68, bid deadline Feb. 15. Chairman, Dacca Water Supply and Sewerage Authority, Standard Bank Building, 156/157 Motijheel Commercial Area, Dacca-2, East Pakistan.★ (Telephone: 202-967-5585).

YUGOSLAVIA—Complete equipment for enamelling. S1. list 55; Z 973. Deadline Mar. 30. Offers requested in five copies. Ferimport (importer), Zagreb, Ilica 1a. WTD 4/67.

357 Office, computing, accounting machines

GERMANY—All types of data processing equipment. Spezialdruckerei Wilhelm Staeudle KG (importer, manufacturer), 711 Oehringen, Haagweg 11. WTD 6/68.

ISRAEL—Stapling machines that use plastic instead of metal staples for collating textile pieces (samples). Direct purchase and exclusive representation. Dvikol Ltd., David Korkidhi; P.O. Box 1386, Tel Aviv. WTD 4/68.

YUGOSLAVIA—Electronic calculating system with auxiliary equipment. S1. list 55; S 1780. Deadline Mar. 30. Brodogradiliste split (shipbuilders), Sluzba razvoja, Split, Put udarnika. WTD in preparation.

358 Service industry machines

ENGLAND—Deep freezers; refrigerated supermarket equipment; refrigeration condensing units; refrigeration cooling coils and evaporators; refrigerated display cabinets; ice makers, automatic and non-automatic; ice cream conservators and equipment; packaged air conditioners. Centigrade Ltd. (importer, distributor, wholesaler), 578 Oxford Rd., Reading, RG3 1EQ. WTD 12/68.

GERMANY—Complete air conditioning units; domestic, industrial. Duscholux GmbH (distributor, manufacturer, retailer), 68 Mannheim, U 3, 21-22. WTD 12/68.

IRAN—Evaporative air coolers for automobiles. Mr. Reza Malekzadeh (importer), 19 Kuche Kiani, North Kheradmand St., Tehran. WTD 1/69.

SWITZERLAND—Commercial, institutional automatic cooking, frying equipment, electric and gas. Direct purchase and agency. Therma AG Grosskuchen (manufacturer, distributor), Attn: Mr. Haug, Zurcherstrasse 125, 8952 Schlieren. WTD 12/68.

359 Machinery

SINGAPORE—Tractor and train of passenger-conveying trailers, such as used at Disneyland, world fairs. Development Div., Jurong Town Corp. (government agency), Jurong Industrial Estate, Singapore 22.

361 Electric transmission, distribution equipment

● **MALAYSIA**—Supply and installation of one each 2,000 kva, one each 300 kva transformer; one each seven panel air circuit breaker switchboard; one each 30 panel switchboard. Tender No. 1840/17, bid deadline Apr. 15.

Specifications will be available Feb. 18, for $24 from Preece, Cardew and Rider, Paston House, 165-167 Preston Road, Brighton, BN1 6AF, Sussex, England.

A brief description of the work is available from the Power and Electrical Equipment

Division, BDSA, Room 4124, Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-4241).

● **TURKEY**—Supply of four portable electric loggers, complete with drawworks, cable recorders, panels. Tender No. 68-21T-112, bid deadline Feb. 17. Requested by State Hydraulic Works, Machinery and Procurement Dept. (Devlet su Isleri Genel Mudurlugion Makina, Ikmal Dairesi Baskanligi 1, Ankara, Turkey).

Copies of terms and specifications available free from above address.

363 Household appliances

AUSTRIA—Small water softeners to be attached to faucets, decorative water fountains for living rooms. Direct purchase and agency. Alpenkunststoff Ges.m.b.H. (importer, wholesaler, manufacturers' representative), Zollfreizone, Postfach 55, A-4021, Linz/Donau. WTD 1/69.

SWITZERLAND—Small cordless household appliances; coffeemakers, toasters, mixers, ironers. Direct purchase and agency. Jura Elektroapparate-Fabriken, L. Henzirohs AG (manufacturer, distributor), 4626 Niederbuchsiten-Olten. WTD 1/69.

364 Electric lighting, wiring equipment

PORTUGAL—Infra-red search lights for navigation. Direct purchase and agency. Cassel (manufacturer, wholesaler, distributor), Industrias Electronicas e Mecanicas Sarl, Rua Pedro Nunes 47, Lisbon. WTD in preparation.

365 Radio, television receiving sets

FRANCE—High fidelity photographs, tuners, amplifiers, speakers, hearing systems, other sound equipment. Direct purchase and representation. Requests replies in French or German. Mr. Barman, Hohl & Danner (importing wholesaler), 6 Rue Livio, 67 Strasbourg-Meinau. WTD 1/69.

366 Communication equipment

PORTUGAL—Single side band radio telephones for fishing boats. Direct purchase and agency. Cassel (manufacturer, wholesaler, distributor), Industrias Electronicas e Mecanicas Sarl, Rua Pedro Nunes 47, Lisbon. WTD in preparation.

367 Electronic components, accessories

FRANCE—Radio and television, special purpose electronic tubes. Direct purchase and agency. Requests replies in French or German. Mr. Danner, Hohl & Danner (importing wholesaler), 6 Rue Livio, 67 Strasbourg-Meinau. WTD 1/69.

GERMANY—Electronic tubes, semiconductors, other electronic components. F.o.b. New York. Direct purchase and agency. Eisenbeiss Elektronik oHG (importer, exporter, wholesaler, retailer, sales agent), 38 Hasslocher Strasse, 6096 Raunheim/Hessen. WTD 5/68.

369 Electrical machinery, equipment, supplies

KOREA—X-ray equipment, including X-ray tubes, electro-therapeutic apparatus. Direct purchase and agency. Han Kook X-ray Co. (sales agent, importer), 26-6, 4-ka, Yungdungpo-dong, Yungdungpo-ku, Seoul. WTD 1/69.

371 Motor vehicles, motor vehicle equipment

AFGHANISTAN—Auto parts, accessories. Haji Abdul Khaliq S/O Haji Abdul Ali (importer, exporter, wholesaler), Darwaz-i-Herat, Kandahar. WTD 12/68.

COLOMBIA—Parts and accessories for passenger cars, trucks. Request replies with price quotations c.i.f. Barranquilla. Recomotores Ltda. (importer, wholesaler), Apartado Aereo (Airmail P.O. Box) 1502, Barranquilla. WTD 12/68.

373 Ship building, repairing

IRAN—One used cargo/work boat for servicing offshore oil platforms. The boat should be in the 70- to 80-foot class, in good condition, twin diesel engines (preferably GM), housing at or forward, 12-foot+ beam, with speed of 15+ knots; should be an all-weather boat capable of operating in stormy weather. Firm wishes to acquire boat in next few months and would be willing to accept delivery in a northern European port or in general western Indian Ocean area. Proposal should include financing arrangements. Basco Corp., c/o Sabet Pasel Co. (importer), Jeyhoun St., Eisenhower Ave., Tehran. WTD in preparation.

381 Engineering, laboratory, scientific, research instruments

CEYLON—Supply of one tire spreader complete with inspection lights for tire inspection on all sized tires from 12" to 24" bead diameter and up to 11.00 section, with electrical gear to suit 440/230 volts AC, 50 cps. Offers by proforma invoice in sextuplet for surface delivery, c.&f. Colombo in sterling pounds (to be given separately on invoice), which should also bear indication of type of packing, gross weight, net weight, measurements. State delivery period, countries of origin and export, sales conditions, period of price validity, enclose catalogs/literature. The Supplies Manager, Ceylon Tyre Corp. (state agency), P.O. Box 8, Kelaniya. Telegraphs—Tyrecorp, Kelaniya, Ceylon.

PORTUGAL—Hypsometers, dendrometers, other measuring instruments for use in forestry works and logging operations, including tree measuring (height, diameter, and girth) devices; increment bores, bark scrapers, calipers, gages, clinometers, other timber testing and surveying instruments, accessories. Direct purchase and agency. Pimentel & Casquilho, Lda. (importer, wholesaler, distributor), Rua Jardim do Regedor 24-2, Lisbon. WTD in preparation.

383 Optical instruments, lenses

GERMANY—Opera, field glasses, related products suitable for sale through opticians, except eyeglass lenses. Heinz Fehrs oHG. (importer, wholesaler), 3 Luetzerodestrasse, 3 Hannover 1. WTD 12/68.

384 Surgical, medical, dental instruments

KOREA—Medical equipment, instruments. Direct purchase and agency. Han Kook X-ray Co. (sales agent, importer), 26-6, 4-ka, Yungdungpo-dong, Yungdungpo-ku, Seoul. WTD 1/69.

385 Ophthalmic goods

AUSTRIA—Spectacle frames, sun glasses to supplement own production; sun protective attachments, other accessories for spectacles. Direct purchase and agency. A. Schmied K.G. (importer, wholesaler, manufacturer, manufacturers' representative), Hasnerstrasse 9, A-4020 Linz/Donau. WTD 1/69.

GERMANY—Ophthalmic frames, related products suitable for sale through opticians, except eyeglass lenses. Heinz Fehrs oHG. (importer, wholesaler), 3 Luetzerodestrasse, 3 Hanover 1. WTD 12/68.

386 Photographic equipment

● **MALAYSIA**—Supply of one 35 mm and one 16 mm sound recording machines; and sound stage lighting equipment for motion picture shooting stage, 60′ x 90′ x 35′; for Film Negara. Tender No. Spec. No. 7/KPP/FN/68, bid deadline Feb. 25. Requested by The Secretary, Ministry of Information & Broadcasting, Angkasapuri, Bukit Putra, Kuala Lumpur, Malaysia.

Copies of tender documents available from the above address. A copy of the terms and specifications is available for review in the Scientific and Business Equipment Division, BDSA, Room 4120, U.S. Department of Commerce, Washington, D.C. This copy cannot be loaned out.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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394 Toys, amusements, sporting goods

MALAWI—Soccer, tennis, golf, grass hockey, basketball balls, equipment; fishing tackle; athletics kit; indoor and outdoor toys, games, especially new ideas; all qualities, including seconds, close-off lines. Samples, catalogs, prices in £ sterling requested. Nu-Ways Agencies (retailer), P.O. Box 292, Blantyre. WTD 1/69.

395 Pens, pencils, office, artists' materials

PHILIPPINES—Engineering supplies including drafting films, moist developer, tracing cloth. Prudence Merchandising (importer, wholesaler, retailer, manufacturer), 228 San Vicente St., Binondo, Manila. WTD 12/68.

SWITZERLAND—All kinds of parts, accessories for ball point pens. Plumor AG (agent, exporter), Tigerbergstrasse 2, 9000 St. Gallen. WTD in preparation.

396 Costume jewelry, novelties, buttons, notions

NETHERLANDS—Nylon, polyester zippers. N.V. Euroflex (importer), 16 J. van Diestraat, Amersfoort. WTD 10/68.

399 Manufacturing industries

AUSTRIA—Do-it-yourself articles, supplies of any kind. Direct purchase and agency. Taurisca Holzgrosshandelsges. Dr. Resel & Co. (wholesaler, retailer), Bruennerstrasse 125, A-1210 Vienna. WTD 1/69.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

203 Canning, preserving foods

MALAWI—Fish, canned, including middle-cut, pilchards, sardines; canned or packaged soups. Prices in £ sterling, with samples or labels requested. Denton & Kennedy (Malawi) Ltd. (import sales agency), P.O. Box 1053, Blantyre. WTD 1/69.

209 Food preparations

MALAWI—Yeast, prepared, in smaller size cans or packs. Prices in £ sterling, samples requested. Denton & Kennedy (Malawi) Ltd. (import sales agency), P.O. Box 1053, Blantyre. WTD 1/69.

225 Knitting mills, products

MALAWI—Men's, women's, children's knitted outerwear, medium qualities; jerseys, sweaters, jackets, infants' outfits. Full price lists in £ sterling, catalogs or samples requested. Denton & Kennedy (Malawi) Ltd. (import sales agency), P.O. Box 1053, Blantyre. WTD 1/69.

253 Public building furniture

NETHERLANDS—Aircraft seats for crews, passengers. Exclusive representation for all Western European areas, Turkey. Handelmaatschappij AVIO-Diepen N.V. (manufacturer, exporter, importer), H. C. Dijk, Vliegveld Ypenburg, Rijswijk (Z.H.). WTD 5/67.

283 Drugs

HONDURAS—Pharmaceutical preparations for veterinary use. Exclusive representation and distribution for Central American Common Market. Will accept offers for manufacture of these products under license. Quimicas Dinant de Centroamerica, S.A. (manufacturer), Carretera a Suyapa, Tegucigalpa, D. C. WTD 8/68.

MALAWI—Specific drugs, pharmaceuticals, ready packed, saleable to public through pharmacies. Price lists in £ sterling, labels or samples requested. Denton & Kennedy (Malawi) Ltd. (import sales agency), P.O. Box 1053, Blantyre. WTD 1/69.

291 Petroleum refining

PAKISTAN—Hydraulic brake fluids. M. H. Automobiles (importer, wholesaler, retailer, agent), 78 Nilkhet Government Market, Dacca-2. WTD 12/68.

301 Tires, tubes

PAKISTAN—Tires, inner tubes for passenger cars, motor cycles, trucks, buses. M. H. Automobiles (importer, wholesaler, retailer, agent), 78 Nilkhet Government Market, Dacca-2. WTD 12/68.

306 Fabricated rubber products

WALES—Hose assemblies for hydraulic, pneumatic systems in rubber, plastic. The South Wales India Rubber Co. Ltd. (distributor, manufacturer), Swirco-Newton House, Collingdon Road, Cardiff. WTD in preparation.

331 Steel mill products

SWITZERLAND—Stainless steel; boiler and condenser tubes made in hot and cold rolling mills. Karl Braun (agent), Hertensteinstrasse 2, P.O. Box 31, 5400 Ennetbaden. WTD in preparation.

335 Rolling, drawing, extruding of nonferrous metals

NETHERLANDS—Electric wire, cable for aircraft. Exclusive representation for all Western European areas, Turkey. Handelmaatschappij AVIO-Diepen N.V. Attn: Mr. H. C. Dijk (manufacturer, importer, exporter), Vliegveld Ypenburg, Rijswijk (Z.H.). WTD 5/67.

342 Cutlery, hand tools, general hardware

ITALY—Hand tools, garden hand tools. Requests replies in French and Italian. Hodara Utensileria (distributor), Via S. Vittore 20, Milan. WTD 11/68.

WALES—Hose assemblies for hydraulic, pneumatic systems, quick release self sealing couplings and quick release straight through couplings. The South Wales India Rubber Co. Ltd. (distributor, manufacturer), Swirco-Newton House, Collingdon Rd., Cardiff. WTD in preparation.

353 Construction, mining, materials handling machinery, equipment

TAIWAN—Fork lift trucks, construction machinery. Kelly Industrial Co., Ltd. (importer, agent), P.O. Box 22862, Taipei. WTD 12/68.

354 Metalworking machinery

ITALY—Power driven hand tools. Requests replies in French, Italian. Hodara Utensileria (distributor), Via S. Vittore 20, Milan. WTD 11/68.

355 Special industry machinery

ENGLAND—New chemical devices, systems, patents or products applicable to water treatment. Cord Chemical Co. (distributor, manufacturer, retailer), Portland House, 73 Basinghall St., London, E.C.2. WTD 7/68.

356 General industrial machinery

ENGLAND—Wrapping and packaging machines for industry in general; bagging equipment. Gilwrap Ltd. (manufacturer, exporter, retailer), Restmor Way, Hackbridge Rd., Hackbridge, Wallington, Surrey. WTD 12/68.

357 Office, computing, accounting machines

ENGLAND—Desk top calculators, adding machines, electronic; desk top calculators, adding machines, manual. The Tan-Sad Chair Co. (1931) Ltd. (manufacturer, exporter), Lodge Causeway, Fishponds, Bristol. WTD 12/68.

SPAIN—Modern office, computing, accounting machines not yet represented in Spain. Trumpy & Sirvent, S.A. (importer, distributor), Avenida del Generalisimo, 4, Madrid (16). WTD 11/68.

358 Service industry machines

NETHERLANDS—Airconditioning units for airport buildings. Exclusive representation for all Western European areas, Turkey. Handelmaatschappij AVIO-Diepen N.V. (manufacturer, exporter, importer), Attn: Mr. H. C. Dijk, Vliegveld Ypenburg, Rijswijk (Z.H.). WTD 5/67.

359 Machinery

PAKISTAN—Piston rings, all types, for passenger cars, trucks, buses. M. H. Automobiles (importer, wholesaler, retailer, agent), 78 Nilkhet Government Market, Dacca-2. WTD 12/68.

WALES—Hose assemblies for hydraulic, pneumatic systems, metallic. The South Wales India Rubber Co. Ltd. (distributor, manufacturer), Swirco-Newton House, Collingdon Rd., Cardiff. WTD in preparation.

361 Electric transmission, distribution equipment

ENGLAND—Integrated linear, digital circuits. Ultra Electronic Components Ltd. (distributor), 35/37 Park Royal Rd., London, N.W.1.

Integrated circuit testers, electronic instruments, components; oscilloscopes. GDS (Sales) Ltd. (importer, distributor, agent) Michaelmas House, Salt Hill, Bath Rd., Slough, Buckinghamshire. WTD in preparation.

NICARAGUA—Transformers, conductors, other power distribution equipment; maximum 75 kv. Exclusive sales agency. Requests descriptive literature, price lists. Casa Vigil & Caligaris (importer, distributor, retailer), Apartado Postal 202, Managua. WTD 8/68.

362 Electrical industrial apparatus

NETHERLANDS—Aircraft power units. Exclusive representation for all Western European areas, Turkey. Handelmaatschappij AVIO-Diepen N.V. (manufacturer, importer, exporter), Attn. Mr. H. C. Dijk, Vliegveld Ypenburg, Rijswijk (Z.H.). WTD 5/67.

TAIWAN—Generators. Kelly Industrial Co., Ltd. (importer, agent), P.O. Box 22862, Taipei. WTD 12/68.

366 Communications equipment

NETHERLANDS—Aircraft Intercommunicating systems, radar equipment, electronic radio navigation equipment. Exclusive representation for all Western European areas, Turkey. Handelmaatschappij AVIO-Diepen N.V. (manufacturer, exporter, importer), Attn: Mr. H. C. Dijk, Vliegveld Ypenburg, Rijswijk (Z.H.). WTD 5/67.

369 Electrical machinery, equipment, supplies

ENGLAND—Hospital equipment, electrical excluding, shadowless operating-theater lights; control panels; heated lotion cabinets, X-ray viewing screens. Technical Lights and Equipment Co. Ltd. (manufacturer and exporter), 35/36 Linhope St., Dorset Square, London, N.W.1. WTD 12/68.

NETHERLANDS—Aircraft engine starters. Exclusive representation for all Western European areas, Turkey. Handelmaatschappij AVIO-Diepen N.V. (manufacturer, importer, exporter), Attn: Mr. H. C. Dijk, Vliegveld Ypenburg, Rijswijk (Z.H.). WTD 5/67.

372 Aircraft, parts

NETHERLANDS—Engine starters, engine starting vibrators, cooling turbines, interior and exterior lighting systems, windshields (heated), airconditioning, pneumatic systems, windows. Exclusive representation for all Western European areas, Turkey. Handelmaatschappij AVIO-Diepen N.V. (manufacturer, importer, exporter), Attn: Mr. H. C. Dijk, Vliegveld Ypenburg, Rijswijk (Z.H.). WTD 5/67.

381 Engineering, laboratory, scientific, research instruments

NETHERLANDS—Aircraft flight instruments, stall warning and magnetic indicators, compasses. Exclusive representation for all Western European areas, Turkey. Handelmaatschappij AVIO-Diepen N.V. (manufacturer, importer, exporter), Attn: Mr. H. C. Dijk, Vliegveld Ypenburg, Rijswijk (Z.H.). WTD 5/67.

382 Instruments for measuring, controlling, indicating physical characteristics

NETHERLANDS—Aircraft powerplant systems such as fire detecting systems. Exclusive representation for all Western European areas, Turkey. Handelmaatschappij AVIO-Diepen N.V. (manufacturer, exporter, importer), Attn: Mr. H. C. Dijk, Vliegveld Ypenburg, Rijswijk (Z.H.). WTD 5/67.

384 Surgical, medical, dental instruments

ITALY—Dental equipment, supplies. Requests replies in French, Italian. Ivan M. Ilic (importer, wholesaler), Via Francesco Sforza 19, Milan. WTD 1/69.

399 Manufacturing industries

NETHERLANDS—Aircraft fire extinguishers. Exclusive representation for all Western European areas, Turkey. Handelmaatschappij AVIO-Diepen N.V. (manufacturer, exporter, importer), Attn: Mr. H. C. Dijk, Vliegveld Ypenburg, Rijswijk (Z.H.). WTD 5/67.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

SWITZERLAND—Rolf Aebi, Chairman, and Adolf Buerkli, Technical Director, Frigorex AG, Buergenstr. 36, 6000 Luzern, **interested in agency agreements with U.S. suppliers of refrigeration machines, self-service appliances, water coolers, turbo compressors, environmental equipment, cooling/freezing cells, air conditioners, all products in commercial and industrial refrigeration and air conditioning.** Jan. 22 via New York for three weeks. c/o Hotel Americana, 7th Ave. & 52nd St., New York, N.Y. 10019. Itinerary: New York, Chicago, Detroit, Boston, Philadelphia. WTD 7/68.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

CANADA—International Commerce of Jan. 27, announced the unveiling of the model for **Toronto's projected Metro Centre.** Additional information on the composition of the Metro Centre is now available.

Key units of the Metro Centre program are the transportation complex, integrated rail, bus and subway facilities, and a communications and broadcasting complex, including a 1575-ft. transmission tower and proposed headquarters building and production facilities for the Canadian Broadcasting Corp.

A large convention and trade center is projected for the area adjacent to the transportation terminal and its facilities are linked to both the existing Royal York Hotel and a proposed new convention hotel within Metro Centre.

A commercial area is planned as a cluster of six octagonal towers, three of them reaching 36 stories, plus offices for government and industry.

The west end of the site is earmarked for residential development. Plans call for 9,300 dwelling units in high- and medium-rise towers and terrace housing and the creation of a unique downtown living environment for some 20,000 people.

U.S. firms interested in further information on the project should write: Mr. S. M. Andrews, Metro Centre, Suite 1310, 2 Carlton St., Toronto, Ontario, Canada.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

The Sydney Steel Corp. (SYSCO) of Sydney, Nova Scotia, is planning to undertake a **$50 million modernization program.**

U.S. firms interested in opportunities to participate in the modernization program are advised to contact Robert B. Cameron, Pres. of SYSCO, Sydney, Nova Scotia, Canada.

GERMANY—(DM 100 = $25). The Korf Industries und Handel GmbH & Co. KG, Baden-Baden, has announced plans for the construction of Hamburg's **first steel mill.** Costing an estimated DM 60-75 million, the "Hamburger Stahlwerke AG" will be located in the harbor area.

The new steel mill will be equipped with modern electric steel furnaces with an initial annual capacity of 300,000 tons, and a rolling mill section. The project is to be completed by the end of 1970.

A 220 meter dock will be built alongside the mill. Space is available for a second dock if needed. Fully loaded ships up to 85,000 tdw or partially loaded ships of up to 150,000 tdw will be handled at the mill dock.

URUGUAY—The Administracion de las Obras Sanitarias del Estado (OSE), a Uruguayan government-owned utility monopoly, is embarking on a broad **expansion program** and has expressed interest in utilizing U.S. equipment.

The project will concentrate on new water wells, purification systems for river water and pipelines to carry water over long distances. It will require the purchase from abroad of pumps, distribution panels and electric motors.

Calls for bids will be made in July, offers being limited to firms of those countries who are shareholders in the Inter-American Development Bank.

In addition to supplies for its expanding water system, OSE wants to buy U.S. trucks to service its operations. It would like to purchase these for cash from a U.S. supplier and overhaul them in Uruguay. OSE needs 172 trucks of all types, for which there would be no import restrictions. There is also a possibility that other Government of Uruguay agencies might buy another 900.

OSE has also expressed interest in setting up a pilot desalinization plant to draw potable water from the ocean. Ideally, OSE would like to have a U.S. manufacturer furnish the plant "on loan" for several years during which time it would serve as a model for training Uruguayans and others from interested Latin American countries. OSE would pay all transportation, shipping and installation charges, provide the site for buildings, and cover all operating costs including the salary of an American supervisor.

Leads for Importers

Commodities are offered direct unless specified

242 Sawmills, planing mills

BRAZIL—Brazilian hardwoods: jacaranda, pau-ferro, caviuna, imbuia, perobinha, nogueira, in logs and sawed. Sideral Comercial de Representacoes Ltda. (distributor), Av. Rio Branco, 120 12° andar grupo 1210 Rio de Janeiro, ZC-21 GB.

243 Millwork, veneer, plywood, prefabricated structural wood products

BRAZIL—Brazilian hardwoods, veneers; jacaranda, pau-ferro, caviuna, imbuia, perobinha, nogueira. Sideral Comercial de Representacoes Ltda. (distributor), Av. Rio Branco, 120 12° andar grupo 1210 Rio de Janeiro ZC-21 GB. WTD 10/68.

New Books and Reports

Dun & Bradstreet issues revised exporters' volume

Encyclopaedia lists trade practices, regulations for 220 world markets

A new, completely revised 1969 edition of the *Exporters' Encyclopaedia* has been expanded by its publisher Dun & Bradstreet. Now in its 64th year, this 830-page volume is a comprehensive fact book of trade practices and regulations covering over 220 world markets.

Included in this latest edition of *Exporters' Encyclopaedia* is a multi-page, four-color world atlas. Revision and expansion of the content is described as providing broader coverage by market of import requirements, documentation, special restrictions. trade offices, business information sources, transportation services, overseas ports and inland transportation.

In addition, the *Encyclopaedia* covers such trade subjects as exchange controls, currency, trade figures, consular addresses, electric current, principal banks, principal hotels, passport regulations, marking of origin rules, and others, all on an individual country basis. Supplementing the individual country information is general export information on finance, insurance, export packing, U.S. ports, communications, weights and measures, and an extensive listing of overseas ports and trade centers.

Subscriptions or inquiries regarding the *Encyclopaedia* service, which includes twice monthly bulletins giving current changes or additions and a twice monthly newsletter, should be sent to Dun & Bradstreet Publications Corp., P.O. Box 3088, Grand Central Station, New York, N.Y. 10017. Subscription price is $75 per calendar year.

***Spain in Transition—Patterns of Growth, 1968-71.* Published by Business International. New York. 1969. $50.**

Spain's long-postponed Second Development Plan is about to be passed by Parliament. Spain may become associated with the European Common Market. To encourage U.S. traders and investors to enter the Spanish market, Business International has published the results of a recent major research report. It estimates the Spanish market at $20 billion, and fast growing.

Individual chapters cover the development plan, how to establish a new industrial enterprise, how to meet daily operating problems, and how to sell the Spanish market. Statistical tables, maps and charts are included.

Write: Business International, 757 Third Ave., New York, N.Y. 10017.

***Overseas Business Reports.* U.S. Department of Commerce. Washington, D.C. 1968. $16 per year. ($5 additional for overseas mailing), 15 cents per copy.**

Foreign Trade Regulations of the Dominican Republic. OBR 68-99. 5pp. Trade policy, import tariff system, special customs provisions, internal taxes, shipping documents, non-tariff import controls, export controls, U.S. controls, and government representation are topics covered in this report.

Selling in Austria. OBR 68-100. 14 pp. Material is included under the following headings: import channels and requirements, distribution, transportation, commercial practices, marketing aids, government procurement, and notes for business travelers.

Foreign Trade Regulations of the Kingdom of Morocco. OBR 68-102. 8pp. Topics covered include: trade policy, import tariff system, internal taxes, documentation and fees, labeling, marking and packing, special customs provisions, non-tariff import controls, export controls, U.S. controls, and government representation.

Foreign Trade Regulations of Peru. OBR 68-104. 9pp. The same subjects covered in OBR 68-102 (above) are covered in this report.

Market Factors in Denmark. OBR 68-109. 10pp. Geography and population, consumer purchasing power, economic development, competition, government factors, U.S. share of the market, and market analysis for selected commodities are some of the topics included.

Write: any Department of Commerce Field Office or Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***Canada and Three Crises.* By Robert W. Reford. Published by the Canadian Institute of International Affairs. Toronto. 1968. 247pp. $5.**

The crises covered by the author are: the off-shore islands of China, Suez in 1956, and the Cuba missile crisis. He examines Canada's reaction to them, drawing conclusions about Canada's foreign policy. Among the problems he considers are: What are Canada's obligations, as a member of the international community and as a member of the Western alliance? Is its freedom of action limited because it lives in the shadow of the United States? How can it put to advantage the fact that it is a "middle power," unhampered by a colonial reputation? The book contains information on these events not made public before.

Write: The Canadian Institute of International Affairs, 230 Bloor St. West., Toronto 5, Canada.

***1968 Reports by the National Export Expansion Council: Policies and Actions to Improve the U.S. Balance of Trade and Balance of Payments.* Published by the U.S. Department of Commerce. Washington, D.C. 1968. 56pp. Free.**

Recommendations of the National Export Expansion Council, which met in Nov. 1968, have been printed in this volume along with those of its action committees. The action committee reports cover: export financing, taxation in relation to exports, transportation and ocean freight rates, trade and investment in developing countries, and export promotion. Specific actions are recommended to improve the balance of trade.

Write: National Export Expansion Council, U.S. Department of Commerce, Washington, D.C. 20230.

***The Export-Import Bank Act of 1945, As Amended Through Dec. 1, 1968.* Published by the Export-Import Bank of the United States. Washington, D.C. 1968. 20pp. Free.**

The complete text of the Export-Import Bank Act of 1945 is printed, with the amendments through 1968. An appendix includes Public Law 90-390 of the 90th Congress, July 7, 1968, which enables the Eximbank to "approve extension of

certain loans, guarantees, and insurance in connection with exports from the United States in order to improve the balance of payments and foster long-term commercial interests of the United States." Other appendixes include the "Battle Act" (excerpts from Mutual Defense Assistance Control Act of 1951); excerpts from Bretton Woods Agreement Act of 1945, as amended; excerpt from Sec. 620 (f) of the Foreign Assistance Act of 1961, as amended; excerpt from Sec. 4916 (b) of the Internal Revenue Code of 1954; the "Johnson Debt Default Act"; excerpt from the Foreign Military Sales Act of 1968; and Public Resolution No. 17-73D.

Write: Public Information Office, Export-Import Bank of the United States, 811 Vermont Ave. NW., Washington, D.C. 20571.

***Directory of National Trade & Professional Associations of the United States—1969.* Published by Columbia Books. Washington, D.C. 1969. 200pp. $7.95.**

The fourth edition of this Directory provides an up-to-date listing of more than 4,000 organizations. Listings are alphabetical, and a key word index enables quick location of associations whose titles do not start with the name of the product or profession for which they were organized.

Each listing contains the association's name, date of founding, address, chief executive officer, size of membership and staff, and periodicals.

Information is also included on future annual meetings of the listed associations, sites and expected attendance. Tables list the average temperatures for convention site areas, convention hotel capacities, and available speakers.

Write: Columbia Books, Publishers, Rm. 300, 917 15th St. NW., Washington, D.C. 20005.

***Doing Business in the New Indonesia.* Published by Business International. New York. 1968. $20.**

The country's potential in terms of human and natural resources, and the determination of Indonesia's new government to turn this potential into actual wealth, are emphasized in this publication.

In the past two years, dozens of U.S., U.K., European, Japanese, Australian and other companies have started operations in Indonesia. These include ventures based on the country's rich natural resources, on the need for modern communications and infrastructure, and manufacturing ventures postulated on the growth of the domestic market.

In addition to covering present-day Indonesian conditions, the report makes predictions about the country's future and how firms should organize in order to reap their share of the profits that this future will create.

Write: Business International Corp., 757 Third Ave., New York, N.Y. 10017.

Guide compares foreign newspaper ad rates

A country-by-country comparison of newspaper full-page advertising rates-per-thousand circulation is a feature of the new, comprehensive media guide *Newspaper International*. The publication includes basic data on major newspapers and markets in 79 countries, all the major ones excluding the United States and Canada.

Information is given on advertising rates, circulation, mechanical requirements, and U.S. representatives for newspapers and news magazines.

Newspaper International is published by National Register Publishing Co., Inc., a subsidiary of Standard Rate & Data Service, Inc. It will be published annually. Yearly subscription price is $35, which includes nine updating supplements.

Write: Newspaper International, National Register Publishing Co., Inc., 5201 Old Orchard Rd., Skokie, Ill. 60076.

***The Foreign Assistance Program. Annual Report to the Congress, Fiscal Year 1968.* Published by U.S. Government Printing Office. Washington, D.C. 1968. 85pp. 45 cents.**

Agency for International Development programs for fiscal 1968 are covered in this paperbound volume. Appropriation categories include: development lending, technical cooperation, supporting assistance and the contingency fund. Fifteen countries received 87% of AID total assistance, and the War on Hunger —an effort to balance food and population in the developing countries—intensified during this period. Economic programs are broken down by region.

Contributions to international organizations such as UNICEF and UNRWA are given, as is the military assistance program.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***OECD Economic Survey of the United Kingdom.* Published by the Organization for Economic Cooperation and Development. Paris. 1968. 58 pp. 80 cents.**

This is the latest title in this series of economic studies for member countries, published annually by the OECD. The booklet contains information on post-devaluation strategy and developments, prices and incomes, government finance, balance of payments, prospects and conclusions.

Annexes detail measures taken since devaluation and further provision of current prices and incomes policy.

The Jan. 27 issue of INTERNATIONAL COMMERCE contained an article on page 5 on a recently-issued OECD economic survey on the United States.

Write: OECD Publications Office, Suite 1305, 1750 Pennsylvania Ave. NW., Washington, D.C. 20006.

***A Handbook of European Organizations.* By Michael Palmer, John Lambert, and others. Published by Frederick A. Praeger. New York. 1968. 520pp. $13.50.**

This handbook examines how the European Economic Community and other European international organizations have, within the last 20 years, transformed the relations among the countries of Western Europe in political, defense, and economic affairs. It describes the main events in the history of the postwar movement to achieve European unity and gives a brief account of the circumstances in which each of the principal European and Atlantic organizations was established.

The following organizations are examined in detail: the Economic Commission for Europe, the Organization for Economic Cooperation and Development, the Council of Europe, the European Communities, the European Free Trade Assn., the Western European Union, and the North Atlantic Treaty Organization.

Write: Frederick A. Praeger, Publishers, 111 Fourth Ave., New York, N.Y. 10003.

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Calendar *for international traders*

BRIDGEPORT, Conn.—Feb. 10—Foreign Trade Class, "Assistance Available to Exporters," Bridgeport Chamber of Commerce, 7 p.m. Sponsors: Commerce Hartford Field Office, REEC, Chamber of Commerce.

CEDAR RAPIDS, Iowa—Feb. 18—Int'l Trade Bureau meeting, Roosevelt Motor Hotel. Social hour 6 p.m.; dinner, 7 p.m. Speaker: Charles Kelsey, manager, Cleveland Branch, FCIA. Sponsor: Cedar Rapids Chamber of Commerce.

CHICAGO—Feb. 11—Principles & Techniques in Exporting, Light Center, 140 S. Dearborn St., 6:15 p.m. Sponsor: Int'l Trade Club of Chicago.

CHICAGO—Feb. 13—International Trade Club of Chicago monthly luncheon meeting, Sheraton-Blackstone Hotel, 12:15 p.m.

CHICAGO—Feb. 13—Seminar on Problems & Policies in International Licensing, Sheraton-Blackstone Hotel, 2:15-4 p.m. Sponsor: Int'l Trade Club of Chicago.

CHICAGO—Feb. 18—In-Office Meeting, Commerce Field Office.

CINCINNATI—Feb. 17—Businessmen's Consultation, **Roger Merrick, Commercial Officer, posted to Beirut.** Sponsor: Commerce Field Office.

DETROIT—Feb. 11—Export Seminar, 445 Federal Bldg., 9:30 a.m. Sponsor: Commerce Field Office.

DOYLESTOWN, Pa.—Feb. 10—Int'l Trade Development Assn. of Bucks County monthly dinner meeting, Conti's Cross Keys Inn, 5:30 p.m. Workshop speaker: Thomas C. Ballagh, pres., American Society of Int'l Executives.

KANSAS CITY—Feb. 11—Meeting for Exporters on Marketing Techniques, Far East, Top of the Tower, 5:30 p.m. Sponsors: Commerce Field Office, REEC, Int'l Trade Club.

KANSAS CITY—Feb. 13—Export Documentation Workshop, Federal Office Bldg., 2-4 p.m. Sponsors: Commerce Field Office, REEC.

Calendar deadline

Information for publication must be received three weeks before the date of the announced event. Include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space. **Write:**

Managing Editor,

International Commerce

BIC-204

U.S. Department of Commerce

Washington, D.C. 20230.

MEMPHIS—Feb. 18—Memphis World Trade Club, Sheraton Motor Inn.

MIAMI—Feb. 13—In-Office Export Workshop on Elementary Exporting, Commerce Field Office, 9 a.m. Sponsors: Commerce Field Office, S. Florida REEC.

NEW BRITAIN, Conn.—Feb. 12—Foreign Trade Class., "Financing Export Shipments," New Britain Chamber of Commerce, 7 p.m. Sponsors: Commerce Hartford Field Office, REEC, Chamber of Commerce.

NEW YORK—Feb. 18—FCIB Hardware-Automotive & Allied Trade Group, Advertising Club, 12:30 p.m.

PHILADELPHIA—Feb. 18—Foreign Traders Assn. of Philadelphia monthly meeting, Sheraton Hotel, 6:30 p.m. Speaker: A. J. O'Connell, S.S. White Dental Mfg. Co., London. Topic: A Critique of the American Exporter. Workshop meeting, 5:30 p.m.

PORTLAND, Ore.—Feb. 14—Invest in the U.S. Program, State Office Bldg. Speaker: **John B. Breen, Office of Int'l Investment, Commerce Dept.** Sponsor: Oregon State Development Division.

READING, Pa.—Feb. 12—Reading Foreign Traders Assn. monthly dinner meeting, Abraham Lincoln Hotel, 6 p.m.

ST. LOUIS—Feb. 10—Invest in the U.S. Program, Stadium Club. Speaker: **John B. Breen, Office of Int'l Investment, Commerce Dept.** Sponsors: Commerce Field Office, REEC.

SALT LAKE CITY—Feb. 11—Luncheon meeting, University Club, 12 noon. Speaker: **John B. Breen, Office of Int'l Investment, Commerce Dept.** Sponsor: Commerce Field Office.

SAN FRANCISCO—Feb. 12-13—Businessmen's Consultation, **John B. Breen, Office of Int'l Investment, Commerce Dept.** Sponsor: Commerce Field Office.

WASHINGTON, D.C.—Feb. 8-11—Mississippi Valley Assn. 50th annual meeting, Sheraton Park Hotel.

YORK, Pa.—Feb. 18—York Area World Trade Assn. monthly meeting, York Chamber of Commerce, 12 noon. Speaker: Jacques Kwantef, representative of int'l division, Girard Trust Bank, in Europe, N. Africa, Middle East. Topic: American Challenge: U.S. Industrial Investments in Europe.

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